Prof. Morrison—I think we have had quite a good deal at
this institute in reference to the silo and ensilage. The
thought is before you and you can take it home with you
and experiment as you see fit. I rather sympathize with
this audience, because I know just exactly the situation
that you are in. I have been there myself. Many of you
have got fourteen or fifteen miles to go and you are think-
ing of the chores you have got to do when you get home.
I have attended a great many of these farmers' conventions,
farmers' clubs and farmers' meetings, and in my own county
I was fifteen miles from the county seat and I know how
very anxious you are to have something that is practical and
something that will just come in and fit your especial needs
in farming, and I trust our discussions this afternoon will
be of the five minute order. Let us have questions and let
us have discussion, let us make our wants and our needs
known and let each of us take something home with us that
will make the whole farm seem better. Now I would sug-
gest that Mr. Cook give us his paper on "Farm Manage-
ment." I don't hardly feel at liberty to dictate in reference
to this matter, because I see the institute is under the
auspices of your Northern fair, and I am very modest in
my suggestions, and I trust that if I tread at all upon your
rights why you will overlook it.

President Hazen.—The next paper in order will be from
Mr. C. W. Cook, of Clayton, subject: "How to Make the
Farm Pay." I introduce to you Mr. Cook.

Mr. Cook.—Mr. President, Ladies and Gentlemen:—I
wish they had selected some of the best farmers from my
town to come up here and talk to you. I see here a number
who excel me in the matter of farming, but it seems as
though when anybody is going to get up before an audience
and talk, instead of picking up the best farmer, the man
who is most successful, they pick out the man who can
double his tongue the most. I wish they would pick out
the man who could tell the best about it. It might well be
asked if the farm don't already pay? I have taken the
pains to get some statistics from the last census to show that the farm already pays. For instance, the value of farms and farming products by the last census, 1885, in this state, is in round numbers, and was for that year, $570,000,000, and factories and their products, $194,000,000; value of city and village lots, $108,000,000; the total amount of these three factors in this state was $870,000,000. Now the per cent. of the total value of farms and their products, for that year, of this wealth, was 66; in other words, for that year farms and farm products out of these three items furnished the state of Wisconsin with 66 per cent. of its wealth. But the value of farm products for that year alone was $160,000,000, and manufactured products was $118,000,000, giving a total of $278,000,000 from these two chief factors in producing wealth in this state. Well, of that the per cent. added to the wealth by the products of the farm is 58, so that the farm already pays; but the trouble is, it don't pay us who till it.

This great amount of wealth produced by the men and women who till on the bosom of our mother earth, goes into somebody else's pocket; that is what ails us. And I imagine you say, we know the farm pays, we don't doubt it, but we want you to tell us, Mr. Cook, how to do, so it will pay us. Well, just have patience a little while. You are not the only class of the world's toilers to which is vouchsafed but a mere fragment of what you produce. I want to show in another point of view how the farm pays the commonwealth. It is well known that a large percentage of our most successful business men, professional men, lawyers, doctors, preachers, teachers, originated on the farm; they came from the farm; they learned on the farm, in the hard school of toil, economy, industry, integrity and character, and they learned that it takes work to win. The farm benefits the whole community by sending these men and women from it with robust constitutions and inured with sound souls in healthy bodies. So also the farm has furnished the nation and the world as well with a Washington, a Lincoln and a Garfield. I say the whole world as well, for such men belong to the whole human family. The
trouble is that these kind of men do not stay on the farm, and do not continue to identify their interests with ours. They get into the lawyer class, and then their hand is against us; in the merchant, and in the business class. They go and deal in futures at bucket shops against their brothers on the farm. We want our farms so that that class of men shall stay there; we want our best young men to stay on the farm, and the poorest ones to go out and preach and tell us law.

Now it was remarked by a gentleman this morning that low prices are here and they have come to stay. Now I believe that if I get into a boat to cross a river and pull only one oar that I won't make very much progress, but I want to pull both oars, and then I will get over. Now this telling how to produce more and all that, I will leave to other and abler gentlemen here. I want to pull the other oar; they have pulled that and pulled it with good effect, I think, and they will pull it with more effect. I want to talk something about the other oar, and if it were not for the seventh, eighth, ninth and tenth reasons why we farmers should attend these institutes as published in the card of invitation here, what I am about to say perhaps I wouldn't dare say in this assemblage. In these reasons it is stated these institutes are the organized friends of good crops; that is one oar, and good prices, that is another oar. We want to pull them both. Eighth — They teach the duties of home and citizenship. Ninth — They tend to keep a fair portion of the best boys upon the farm. Tenth — They energize thought and arouse attention.

Now in regard to the first of these things, better prices; we must have in order to make the farm pay us who till it, a few things: a, better prices; b, a juster system of taxation; c, less public expense by those who are running the government. I mean the whole government, state, national, city and municipal; d, better business management on the part of the farmers themselves. The present low prices I attribute to seven factors: First, a contracted currency; second, lack of foreign demand; third, dealing in futures;
fourth, high freight rates; fifth, the enormous margins of the middlemen who handle our products; sixth, syndicates to control prices; seventh, big cattle ranches and wheat farms. I estimate these are the seven leading factors of our low prices to-day. First, of a contracted currency: I believe if making a currency to float the business of this nation was in and of itself a business as farming is a business, then we should like to have some private individuals manage it; but it is not a business, it is simply putting something, into our hands as a medium of exchange to do business with, and I believe that if this government would manage the volume of currency in the interests of the people instead of allowing the bankers to manage the volume of currency in the interests of the money class, we would never have the evils which follow a protracted currency on the one hand and an inflated currency on the other. In other words, we should have always a staple volume of currency just sufficient to float the business of the country. When we get that, why the good ship of prosperity, instead of being stranded on the bar of contraction, as it is to-day, would float proudly out in the waters of peace and progress.

Second, lack of foreign demand: Now I am not a member of those who want to increase the foreign demand for our products by means of a crop failure in Europe, neither by means of devastating wars there, because I esteem it beneath the dignity of a man to thrive on the misfortune of his fellow being, even though all oceans rolled between them. I often hear people say, now, we will get good prices because they are going to have a war in Europe, and they are elated over seeing their brothers slain, elated over seeing men taken from the fields of production and put into the fields of laziness and non-production. We ought to be ashamed to be elated over such a thing.

The only way I can see out of this thing is that a division of labor is absolutely necessary. What follows? It necessitates an exchange of products between laborers, and that exchange should be unshackled. If to-day, it were absolutely free the world round, every producer and every consumer would be benefited, I don’t care what his calling is
nor where his place of abode, that exchange should be free. If you produce jackknives and I produce whetstones, let us exchange free between us. If we have that exchange to-day with Europe why they would come in and buy and make America a market for manufacturing Europe. What would be the result? Manufacture in Europe would make a market for the products of agricultural America and our grain and pork instead of bursting the warehouses of our cities would float across the ocean and be consumed. You trade with me and I will trade with you, the more trade you have the more market you have got. I am aware that this question will provoke discussion and that is what I want; that is what we are here for. Less public expense: ever since the war there has been a disposition to double up salaries. Why, the legislature preceding this one went to work and raised the salaries all over the state, paid these fellows to go up here on the county board, instead of two dollars a day, paid them three. That money comes right out of the toil of the producing classes, and we want to know it. Raised the president's salary up to $50,000 a year. Did you ever know what that is? That is $137.53 for every day in the year, for Sundays and holidays and all. Why heavens and earth us farmers would be glad with 53 cents a day for the last three years — that is $5.73 an hour asleep and in bed. We want to reduce these salaries. Now, they have got up a bill down there in congress to raise the salaries of judges of the supreme court from five to eight thousand dollars. That eighteen million of dollars locked up in the treasury they don't know what to do with, they can not find positions enough for those politicians who carry so many votes in their vest pockets to draw it all out, the only way is to create more offices or raise salaries.

Instead of cutting down our taxes, making a home market as well as a foreign market for our products, they want to keep up the taxes—well, I shall take too long, I will be brief as I can, I will pass right on to this dealing in futures. If this institute as it says, is a friend of good crops and good prices, and if it didn't put that on to this card just to see how nice it will look, how great it will sound and what a big card it will
draw, it ought to have influence enough with the legislature of this state to get through a law to make it a crime against the statutes of Wisconsin to deal in futures. It is already against the statutes of the Almighty because it violates the law of supply and demand which is one of His laws and we ought to have a law making it a criminal offense punishable by fine or imprisonment or both, for dealing in futures. We want to stop this dealing in futures.

High freight rates: After ten years of hard work by the Grange and Farmers' Alliance, and a few other agricultural societies, we have managed to get through congress the inter-state commerce bill. It is not just what we want, it is lame and weak, but it is better than nothing. If they will put on the commission such men as Thurman, of Ohio, and Van Wyck of Nebraska, it will be a good thing for a long suffering people. When I was out in Nebraska they were selling corn for ten cents a bushel, here it was worth fifty cents a bushel; what became of the forty cents? why high freight tell it — margins of middlemen. I don't know any better way to deal with those than that adopted by the Grange, buy of first hands and sell to last hands until these middlemen are willing to give "live and let live" prices, and pay "live and let live" prices.

Syndicates to control prices: I will tell you what ought to be done with these fellows, they ought to be put to hard work for life in the state prison, and the profits of their ill-gotten gains together with what they earn in state prison, ought to go to lighten the tax of the farmer, on whose toil they have been fattening so long. We want to do away with these things, big cattle ranches and wheat farms, I wish the government would tax those fellows for using our land out there. They say in this country it is a government by the people and for the people. Mr. Lincoln said that, and tried to make it that, but some way or other they got in a government for the millionaire instead of the people. I would tax those people and make them pay equivalent to the tax we have to pay here, and then it will be hard enough to compete with them. The big wheat ranches should be divided up into small farms and by law no man
should own more than 160 acres of land to till. I would not give a corporation any land, except a public corporation, and they should own no more than is actually necessary for the legitimate transaction of their business. Let the land be held sacred for homes and homes of those who till it.

Now a juster system of taxation: We want that so the farmers of Wisconsin who to-day own not more than one-third of our wealth shall not be compelled to pay two-thirds of all the taxes paid in this state. I give you the secretary of state's figures. He says the farmers of Wisconsin are paying sixty per cent. of our taxes. These money men are glad the farm pays as well as it does; but the trouble is it don't pay us. We want a juster system of taxation.

There is the banker who boasts he is worth $55,000 besides his real estate; the assessor puts him down at $15,000, he goes and swears it down to $9,000, less than one-sixth of his own boast. Farmers can not cover up their property in that way, and nobody should be allowed to do it. Again, a man who is assessed for $3,000, just about what would cover his household furniture, and is known to have $200,000 worth of mortgages scot clear of taxation; no wonder one-third of the wealth of this state must pay over two-thirds of the taxation when that thing is going on. We want to hunt up these mortgages. What is a mortgage? Why, it is evidence the man who owns the mortgage owns so much of that real estate. A farm is assessed for $6,000 and a mortgage on it for $3,000; the man who has the real estate pays all the taxes and must keep up the interest. In a short time who will own the farm?

We want a law passed that these mortgages shall be dug up and taxed on that part of the farm he owns. I want one or two words more. I want to say here is a long list of grievances and I ain't got through yet. Now Franklin said a long time ago, if you want a thing done, go. It is time for us to go. I want to see such men as Austin and Louis here in there to help make these laws. Everybody understands his own necessities best. We want men who will aid us and aid us through legislation. I want to see in a farmer's family, newspapers, magazines and books. I want to see
something put into our brains to have them grow more. We ought to discuss our government, state, national and all, and understand what is necessary. There is a difference between savagism and civilism. Savagism, all he wants is food, clothing and shelter; but in civilism it becomes a harp with a million strings, played on by a million influences. That is the reason our good people don't stay on the farm: because we put too much on what we shall eat and wear. They have got a brain that wants food, and they go out in other society where they get it, and can not get it on the farm.

We want to do away with this confounded stinking jealousy we have that a man spoke of this morning. We want the women to have a chance. We go in after we get our work done and sit and read and toast our shins in a chair while the women fetch on the darning, sewing and mending.

We want to take some work out of her hands by the means of these creameries, so she shall be equal to those people who live in what is called cultured society.

It is said — Mr. Emerson, I think it was that said — the wealth of a country must not be judged by its fine mansions, nor amount of money in the bank, but the kind of men you make, we want to make a better kind of men on the farm, so that the great mass of our farming people shall be intelligent and refined, and our noble land thickly dotted with its beautiful farms. Its chief glory not in its majestic mountains, sublime scenery, and grand water falls, not in its newspapers, telephone and machine invention or millionaire, but in its happy homes thickly clustered on the fair bosom of our mother earth. Then shall the farm be made to pay, and we shall have the brightest and purest coin the world has long shone upon, a coin of health in healthy bodies, a coin that shall go on improving from generation to generation, from century to century, from epoch to epoch, ever attaining a wider and wider circulation over the earth until it shall become universal.

Mr. Theissen.—He has been speaking about high salaries.
Who will go to the register's office and search it for mortgages without pay for it.

It is a shame for the American people to say anything when they pay $50,000 to their president. Look right across the St. Lawrence river and they pay $49,000 or more, and they are satisfied and don't grumble.

The gentleman grumbles about high salaries; I would ask him who would do the work for nothing; if he will, we will put him in office.

Mr. Cook — I have been doing work for nothing for three years.

President Hazen — We have a paper here entitled "Corn Culture," by Mr. Angell, of Oshkosh. I take pleasure in introducing to the audience, Mr. C. E. Angell.

CORN CULTURE.

By C. E. ANGELL.

This cereal grain, second to none, in importance to the American farmer is one whose history is not authentic; while many believe it to be of western origin, there are eastern writers as far back as the thirteenth century, who describe methods of culture that are strikingly similar to our culture of Indian corn.

However, its history, its origin, its antiquity are all secondary and possibly foreign to the subject matter which it is our purpose to present.

That it is to-day one of the most important and profitable crops of any product of the soil, none are able to dispute. That its uses are most varied, thus forming a most important factor in the channels of trade, we are able to substantiate by statistics that are no doubt too familiar to be of interest.

Indian corn belongs to the family of grasses, and is known to botanists as Zea Mays. Corn varies from other members of this family, wheat, oats, barley, rice, etc., from the fact that the culm or stalk instead of being hollow, is filled with