

# U. S. GOVERNMENT THE WORK OF

### Vast Army of Correspondents Engaged In Collecting Important Facts.

WHEN the department of agriculture sends out its monthly report with the latest crop news in it few people realize that more than 130,000 reporters have had a part in gathering the facts therein set forth. Everybody knows about the crop reports, but not everybody knows how they are collected and how the estimates are reached.

For instance, when the department says that the average condition of winter wheat on April 1 was 91.6 per cent of a normal against 80.6 on April 1, 1912, what is the basis of the percentage? Is some previous year taken as the base and the percentage figured from that? And, if so, how is the basic year selected?

It isn't. The percentage doesn't mean any comparison with any other year. The percentage is based on what the people in the vicinity expect of their land. A farmer can tell pretty well what the yield ought to be. If he knows that it ought to produce twenty-five bushels and he does not look this year for more than twenty bushels he reports that he estimates 80 per cent.

And it is the farmer, generally speaking, who furnishes the information on which the bureau of statistics of the agricultural department makes its estimates. Most of the 130,000 reporters are not paid. They are classified as "voluntary correspondents," which means that they furnish the information about their respective regions without getting a cent for it. The only thing they get out of it is that they receive the publications of the department of agriculture without having to write and ask for them.

#### The Department's Staff.

In each county which has any agricultural importance there is a correspondent of the department, who has several assistants who can be called in if necessary. He furnishes a report for the county. In addition there is a correspondent in each township. They do not furnish their reports to the county correspondent, but send them in directly to the department of agriculture, which checks up the estimates if there is a disagreement and figures out from the different reports the estimate for the state.

In addition the department has what it calls "field agents," who travel over several states at a time and report what they observe, and it has state correspondents, who conduct their work independently of the "voluntary correspondents" who are reporting directly to Washington.

The voluntary correspondents are subdivided as county correspondents, township correspondents, individual farmers and special cotton correspondents. The number of counties of agricultural importance in the United States is approximately 2,800. The correspondent selected by the department in each of these counties is chosen with special reference to his qualifications, and each is expected to secure data from his several assistants in different parts of the county, and also to supplement these with information obtained from his own observation and knowledge.

#### Many Special Reports.

Besides these county correspondents, with their assistants, and the township correspondents (the latter numbering 32,000), at the end of the growing season reports are received from a large number of individual farmers and planters on the results of their own individual farming operations during the year. Valuable data are also secured from 30,000 mills and elevators. As for the correspondents employed by the department, the special field service consists of twenty traveling agents, each of whom covers a separate group of states. These agents, who are chosen for their statistical training and practical knowledge of crops, travel systematically over the districts assigned to them. It is their business to question the best informed persons in each neighborhood which they visit—farmers, country merchants, implement dealers and others—and to collect information in every way. Their reports are rendered monthly, sometimes by mail and sometimes by telegraph, and if conditions require more frequent reports they are made.

#### States Gather Statistics.

Each of the state statistical agents reports for his state as a whole and maintains a corps of correspondents entirely independent of those reporting directly to the department at Washington. The state statistical correspondents report monthly to the state agent on schedules furnished them. The reports are then tabulated and weighed according to the relative product or area of the given crop in each county represented and are summarized by the state agent, who coordinates and analyzes them in the light of his personal knowledge of conditions and from them prepares his reports to the department.

The special lists of voluntary correspondents, outside of the county and township correspondents, are widely varied. The "individual farmers," as

# CROP REPORT 130,000 PEOPLE

### Of Vital Importance to Business Welfare of the Nation.

they are listed at the department, supply information at harvest time regarding yields. Then there are what are called "special price" correspondents, who report concerning the prices received by farmers for their products.

#### How Figures Are Obtained.

When all the separate independent tabulations and computations of reports received from the voluntary correspondents are received, they are brought together by states and, in conjunction with the reports from the department's salaried field agents and state statistical agents, form the basis of each of the monthly reports issued by the bureau of statistics. The division of domestic crop reports tabulates and computes the results of all the reports received from the various classes of voluntary correspondents.

Despite the fact that these voluntary correspondents receive no pay, they seem to like the work, to judge by the length of time they stick to it. An inquiry made in January, 1912, showed that of the entire list of county correspondents 88 per cent had served more than one year, 67 per cent more than two years, 42 per cent more than six years, 21 per cent more than eleven years, 4 per cent more than twenty-six years and 1 per cent more than thirty-six years. The average length of service of all the county correspondents was about seven years.

The department considers this stability of service as evidence of a high standard of quality. It believes that careless or indifferent farmers would not take the pains to report, month after month and year after year, without being paid.

#### How Reports Are Handled.

All the reports of the state statistical agents and special field agents are sent directly to the secretary of agriculture. He retains in his possession those of the reports which deal with certain crops of a highly speculative character—corn, wheat, oats and cotton—and does not turn them over to the bureau of statistics until the morning of the day when the bureau is to issue its report. But the reports on other crops are delivered by him to the bureau as soon as he receives them, to enable their tabulation long enough in advance of the preparation of each crop report to render them ready for use when they are needed. The precaution in the case of the speculative crops was adopted as a result of the "cotton leak" scandal of some years ago, when advance information got out to interested parties.

The reports of the voluntary correspondents are tabulated and computed and the results turned over to the chief of the bureau of statistics to be tabulated in connection with the reports of the state and special field agents.

#### Precautions Against Leakage.

When the monthly crop estimates are finally made additional precautions are taken against leakage. The crop reporting board, which does the final work, consists of five members, with the chief of the bureau as chairman, and its personnel is changed each month. The meetings are held in the office of Chief Victor H. Olmsted, and the doors are locked and all the telephones disconnected.

It may be said that, after all and despite the numerous correspondents who check one another up, the reports on crops issued by the bureau of statistics cannot be mathematically exact since they are gathered from the conclusions of farmers, interviews with merchants, etc. This is true. The reports do not purport to be other than estimates. They are not the results of actual enumeration, as are the figures reported decennially by the census bureau.

But, while they may not be exactly accurate, as no estimate can be, they are given as the best available data and represent the fullest information at the time they are made.

The government has been doing the work of collecting agricultural statistics for fifty years, but the present broad scope of the work is a matter of only a few years. It was widened into its present large field under Secretary Wilson and multiplied many times in size and efficiency in the last six or seven years.

#### ANTS TO TEACH CHILDREN.

Will Be Kept in Cages in Cleveland School Playgrounds.

Cleveland school officials who are urging the children to "swat the fly" are also having ants collected for use as playground apparatus in the public school yards. The ants are to be caged in the playgrounds and placed where the children can watch them. The object of this move is to give the pupils an opportunity to glean a bit of natural history and absorb habits of industry through the good example set by the ants.

Dr. E. A. Paterson, chief school medical inspector, first suggested the plan, and the corps of fly chasers in the schools at once got busy trapping the elusive and hating ants.

# INDIANS' MUSIC WILL BE SAVED

### Agent Appointed to Record Their Tribal Songs.

### WORK IS NOW UNDER WAY.

Government Has Been Working on Policy For Several Years—Composer O'Hara Will Live on Reservations and Get the Chants From Old Men and Squaws Who Know Them All.

The action of Secretary of the Interior Lane in appointing Geoffrey O'Hara, a composer, instructor of music under the bureau of Indian affairs means the policy of the government, inaugurated years ago to preserve the wonderful music of the American Indian, will be continued.

Already much has been done in this line. In fact, the first Indian music to be recorded and then played and sung by Indian students was a feature of the commencement week program of the Chilocco Indian school in northern Oklahoma in 1906.

At that time Professor Harold A. Loring was United States supervisor of Indian music, and it was under his direction that Indian music was first used at Chilocco and Carlisle in 1906.

#### Songs For Schools.

It will be Mr. O'Hara's duty, it is announced in connection with his appointment, to record native Indian music and arrange it for use in the Indian schools. He is to live on the reservations, and much of his work will necessarily be done, therefore, in Oklahoma, where there are so many Indian tribes now living.

In addition, too, there are the remnants of many tribes once populous and powerful living in Oklahoma—Delawares, Senecas, Wyandottes, Caddos, Waccos, Kaws, Shawnees, Modocs and various others.

The native music of these tribes is to be preserved, so far as possible, and, as a rule, it is absolutely necessary to get the music from the old men and squaws of the tribes. The younger generations do not know the music in a great many instances.

The use of native Indian music, as arranged by Professor Loring at Chilocco and Carlisle in the spring of 1906, attracted widespread attention, and there were many calls for copies of the music from all sections of the country.

In the Indian schools the music was sung by choirs of Indian young men and women, native songs with band accompaniment.

One of the pieces arranged by Professor Loring and that attracted the most attention was the "Cante Masica," a Sioux Indian love song. It was recorded from Indians on the Rosebud reservation, in South Dakota, by Professor Loring and arranged for bands.

#### Demand Among Whites.

In speaking of his line of work he said that wherever the Indian students interpreted their tribal songs before a white audience they met with instant success, and since that time there has been a strong demand for the genuine aboriginal music rather than for the many cheap imitations.

"The Indians never sing their songs in any form other than the melody," said Mr. Loring, "yet there is little doubt but that they inwardly feel and hear a harmonization as distinctly as if it were being sung. I have often gone to the piano in company with an Indian and have asked him to listen attentively while I played one of the songs of his tribe.

"First I would play the melody only and would ask him if that were right, if it sounded satisfactory, and the reply usually would be in the affirmative. Then I would play the same melody with a harmonization, and he would generally say, 'It sounds right, and yet it is queer; it is not just complete.'"

#### MAY GROW RAINLESS WHEAT.

South African Expert Announces Important Discovery.

Dr. Macdonald of the South African department of agriculture declares that it is now possible to grow a "rainless wheat"—that is to say, a crop upon which no single drop of rain has fallen between seed time and harvest. It does not maintain its existence without moisture, but all that is necessary is obtained from the deposit of a previous season in "moisture saving fallows."

This would mean a great boon for those areas where the rainfall is uncertain and irrigation for various reasons impossible.

#### TURKEY WILL EXPAND NAVY.

Two Dreadnoughts and Four Cruisers to Be Built in England.

According to the London Daily Telegraph, Turkey is contemplating the expansion of her navy. In addition to the Dreadnought now being built for the Ottoman navy by an English firm, two Dreadnoughts and four cruisers will be ordered in England.

"The Turkish government," says the dispatch, "considers that in view of the growth of the Austrian, Italian and Russian navies her first act, now that the war is over, should be to build up a fleet capable of defending Turkish interests in the Mediterranean."

# Foster's Weather Bulletin

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Washington, D. C., June 14.—Last bulletin gave forecasts of disturbance to cross continent June 10 to 14, warm wave 9 to 13, cool wave 12 to 16.

Next disturbance will reach Pacific coast about June 15, cross Pacific slope by close of 16, great central valleys 17 to 19, eastern sections 20. Warm wave will cross Pacific slope about June 15, great central valleys 17, eastern sections 19th. Cool wave will cross Pacific slope about 18, great central valleys 20, eastern sections 22.

As this disturbance approaches from the west the hot spell will continue but a great drop in temperatures is expected to follow, bringing cooler weather and showers and then generally quiet and cool weather for several days. Local droughts will be broken in some places as the cool wave comes in but many sections will continue to be dry and crops will suffer.

Another disturbance will reach Pacific coast about June 21, cross Pacific slope by close of 22, great central valleys 23 to 25, eastern sections 26. Warm wave will cross Pacific slope about June 21, great central valleys 23, eastern sections 25. Cool waves will cross Pacific slope about June 24, great central valleys 26, eastern sections 28.

Temperatures of this disturbance will average about or a little below normal. Showers will occur in many places but the rainfall will be generally less than usual. No dangerous storms are expected. Fair crop weather is expected in at least half the grain sections but not sufficient rain in south half of the cotton belt except a few heavy local rains.

Our severe storm period for last part of May did not come up to expectations but eastern Virginia got more than its share. A severe storm wave crossed the continent far northward but storms were not severe in middle latitude. This was our least successful forecast of severe storms for this year.

But look out for July. Two dangerous storm periods will occur in that month centering on 6 and 27. The forces are so complicated that specific forecasts are difficult and destructive storms may be expected any day throughout July. If, by giving these warnings, we could save one life we would be well repaid for taking the great responsibility of predicting dangerous storms.

We regard July as one of the most dangerous storm months of the year and we do not hesitate to give the most urgent warnings to all, particularly in the great central valleys of the middle west, that very dangerous storms will occur during next month. Five storms are expected to cross the continent and everyone should watch their movements carefully. Destructive storms—particularly tornadoes—usually occur southeast of the low or storm center and in the warm wave. The dangerous storms are expected to cross the continent July 4 to 8, 10 to 14, 19 to 23, 24 to 28 and 29 to August 2.

We will continue to give out warnings and descriptions of the expected July dangerous storms.

—If you advertise steadily results will be sure to follow.

# SNAPPY LITTLE BUSINESS STORIES.

Watch This Space Every Tuesday.

## "Heart to Heart Talks About Advertising"

By Roy B. Simpson.  
(Copyrighted 1911 by R. B. Simpson.)

Of all the articles you buy how many are NOT advertised? The answer is, "Very few—probably none." The following story will show why the majority of buyers insist upon having only advertised goods of merit.

A young man in one of the large cities learned to make hominy. It was the old-fashioned kind—the best you ever tasted. He began to make it to sell in pint glass jars at fifteen cents.

The young manufacturer first attempted to sell the largest grocer in the city and was rewarded by this sound advice:

"Suppose I buy a dozen cases of your hominy. It is a single transaction between two individuals, requiring only two minutes of my time.

"But the goods must be moved and there is no demand for your hominy. I can't send my clerks to fifteen hundred customers or give ten minutes to every customer in the store to tell them about your hominy. Do some advertising in the daily newspapers—create a demand—and I will give you an order."

This advice was accepted. The advertising was started and within a

month fifty grocers were selling "Crescent Hominy." People bought it because its goodness had been advertised.

The leading grocer of Rockford, Ill., declares that if he should eliminate advertised brands and fill his shelves with private brands and other unadvertised goods he would require three times as many clerks to serve the same number of customers.

Advertising has reduced the operating expenses of the retailer and this helps keep prices DOWN.

The retail business is built on advertising. The best sellers in every line are advertised continuously, month after month. It is advertising that puts the goods on the shelves, and again it is advertising that moves the goods from the store to the home of the customer.

You buy advertised goods because you know what you are getting. You know that the test of continuous advertising is the best possible guaranty of the quality of the goods.

Advertising tells you where to buy what you want—when you want it.

(Continued Tuesday.)

Read Every Talk—It's Worth While.

# "New Way" Air-Cooled Gasoline ENGINES

No Water to freeze. No pipes to burst. No weather too cold. No weather too hot.

Less Gasoline. More Power.

Have you seen our Reo delivery truck? It's a dandy. Better look it over.

REO OVERLAND and FORD AUTOMOBILES.

No better cars made for anywhere near the price. Place your order right now.

Better times coming; help it along. For sale at bargain prices: Auto Car Runabout, Liberty Brush Runabout and Maxwell Runabout. Get in the swim and own a car.

E. W. Gammell

# You'll Get the Habit, Too.

THERE are thousands of well dressed Men and Young Men who buy all their clothes here—Men who demand quality and correctness above everything. And they all come back—our friendship has been doubly strengthened because they can not only get complete clothes-satisfaction, but also more for their clothes-money than they can get anywhere else. You'll get the habit, too, after you get your first suit here. Every sale we make is meant to give you one hundred per cent. satisfaction and no sale is complete or final until you're sure it's right.

Snappy English models—"slim and trim"—Norfolks, Two and Three Button Single, in all styles for Men and Young Men. We have plenty of popular shepherd plaids, pin stripes, neat serges and fancy mixtures made into beautifully-tailored suits by SCHLOSS BROS. & CO. OF BALTIMORE, and other quality makers. \$10 to \$25.

There's extra value—a real saving of \$2.50 to \$5—on our three popular-priced specials at

## \$15 — \$20 — \$25

SELECT YOUR BOY'S SPRING CLOTHES and Haberdashery from the largest and most complete Boy's Department in town. All-wool Two-pant Norfolk Suits in Blue Serge and Fancy Mixtures, \$5 and \$5.50. Juvenile, Russian and Blouse Two-Pant Suits—extra value at \$2 and \$7.

THE BEST SELECTED AND MOST COMPLETE LINE OF FURNISHINGS is ready here for your Summer Outfitting. Columbia Shirts, Knox Hats. Specials in Underwear this week, thin Union and Two-Piece Suits at 50c to \$1.50.



Straw Hats in all the latest styles and prices at "The Quality Store For Men."

MAIN STREET,

# Bregstein Bros.

On account of a backward season we will give our customers a ten per cent. discount on all goods purchased between now and July 4.

HONESDALE, PA.