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DR. SEAMAN A. KNAPP

PROCEEDINGS

OF THE

FOURTH ANNUAL CONVENTION OF THE SOUTHERN
COMMERCIAL CONGRESS AT THE SESSION
ARRANGED AS A MEMORIAL TO THE
LATE DR. SEAMAN A. KNAPP

HELD AT

NASHVILLE, TENN.
APRIL 9, 1912



PRESENTED BY MR. FLETCHER

MARCH 12, 1914.—Referred to the Committee on Printing

WASHINGTON
GOVERNMENT PRINTING OFFICE
1914

REPORTED BY MR. CHILTON.

IN THE SENATE OF THE UNITED STATES,
July 9, 1914.

Resolved, That the papers presented in the Senate by the Senator from Florida (Mr. FLETCHER) March 12, 1914, "Proceedings of the Fourth Annual Convention of the Southern Commercial Congress, arranged as a memorial to the late Dr. Seaman A. Knapp," be printed as a Senate document.

Attest:

JAMES M. BAKER, *Secretary.*

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LETTER OF TRANSMITTAL.

WASHINGTON, D. C., *March 11, 1914.*

Senator DUNCAN U. FLETCHER,

Washington, D. C.

MY DEAR SIR: I have the honor to transmit to you the addresses delivered at the fourth annual convention of the Southern Commercial Congress at the session arranged as a memorial to the late Dr. Seaman A. Knapp, formerly in charge of the farmers' cooperative demonstration work, Department of Agriculture.

The memorial exercises were conducted under your direction as president of the Southern Commercial Congress, and you are hereby urged, in view of the public significance of the achievements of Dr. Knapp, to present the addresses to the Senate to be published for the information of the people of the United States.

Respectfully submitted.

CLARENCE J. OWENS,

Managing Director Southern Commercial Congress.

SEAMAN A. KNAPP MEMORIAL EXERCISES.

FOURTH ANNUAL CONVENTION OF THE SOUTHERN COMMERCIAL CONGRESS, NASHVILLE, TENN., APRIL 9, 1912.

SEAMAN A. KNAPP'S WORK.

Address by Dr. WALTER H. PAGE, of Garden City, N. Y., Editor World's Work.

We are met here to-day, representatives of every Southern State, to do honor to the memory of a man who accomplished three remarkable things.

The first was that he taught men a new way to cultivate the soil.

The second was that he taught and prepared a beneficent extension of agricultural activities for the upbuilding of mankind.

The third was that he kindled the spirit of service in every human creature with whom he came in contact.

We honor ourselves by coming here to do honor to his memory, and we are met to reconsecrate ourselves to the service of our fellows in imitation of his great example—the great example of him who deserves from us a monument of appreciation.

Dr. Knapp realized from the beginning that this movement which he inaugurated is nothing less than a world movement. It is as applicable to those Commonwealths to the north and northwest of us as it is to this Commonwealth. It is as applicable to any part of the earth's surface as it is to our southern country. So that we have the honor, the privilege, and even the distinction, all who knew him and worked with him, of being the pioneers in the new methods of teaching men to farm in a new spirit, of teaching men to work with one another, and to a certain extent, in our country at least, a new extension of governmental helpfulness.

Not long after his work began in Texas for the eradication of the boll weevil, news of his new method of education came to the attention of the General Education Board in New York. The secretary and executive officer of that board, Dr. Buttrick, made a visit to Washington to see Dr. Knapp, whom he had, up to that time, never seen, to find out what there was in the reports of this new era in the building up of country life.

He saw him, and, like all other men, he admired him. He was quickened by him, and with his recognition of a great spiritual force he reported to the board that there was an opportunity to do a valuable service, and Dr. Knapp was asked—Dr. Knapp never asked—if he would be good enough to receive the help of the General Education Board for the extension of his work beyond the limits where he had carried it—beyond the governmental appropriation.

It was in this way that the General Education Board has had the pleasure of contributing in this fundamental and far-reaching educational work; for it is as an educational work that it is viewed; and it is as an educational work that it stands the severest tests.

SEAMAN ASAHIEL KNAPP.

Address by Dr. WALLACE BUTTERICK, of New York, Secretary of the General Education Board.

Between December 16, 1833, and April 1, 1911, was comprehended the life of Seaman Asahel Knapp, one of the ablest and most useful men America has produced. I believe that no American ever did more than he to better the living conditions of his fellow men. In considering the story of his long and useful life I am impressed with the fact that he was always thinking of the other man and of how he might make the conditions of the other man's being more satisfactory. A recital of the facts of his life will justify the foregoing estimate of his character and public services.

He was born at Schroon, Essex County, N. Y., on the Adirondack Plateau. His father was a physician of considerable learning and wide influence; his mother was a woman of education and refinement.

While a lad in the Adirondacks he came under the influence of a real teacher, an old-fashioned schoolmaster, Bingham by name, who awakened in the earnest boy a desire for a collegiate education. His older sister, Mary, encouraged this purpose and helped him with money. At 15 he spent his out-of-school hours in his Uncle Alonzo's cabinet shop, a time when all furniture was made by hand. The uncle did not favor the college idea and said, "You will spoil a fine cabinetmaker to make a poor student."

He completed his preparation for college at Poultney, Vt., and entered Union College, Schenectady, N. Y., in 1852, where he was graduated in 1856 as a Phi Beta Kappa. At Union he came under the influence of another great teacher, Dr. Eliphalet Nott. Dr. Nott taught ethics, logic, and argumentation and was one of the great orators of his time. With President Wayland, of Brown University, he was among the very first to recognize the cultural value of the natural sciences. Perhaps no other man so influenced the thought and method of Dr. Knapp.

In August, after his graduation from college, Dr. Knapp married the noble woman who was his companion for 54 years. Mrs. Knapp was a woman of education and of marked literary attainment. Mentally the equal of her distinguished husband, she shared his whole life, as companion and coadjutor, from the year of their marriage, when he was not yet 23 years old.

For several years after their marriage Mr. and Mrs. Knapp taught in the celebrated Fort Edward Collegiate Institute in Warren County, N. Y. While Dr. Knapp excelled in many things, I am sure that most of all he excelled as a teacher. His "demonstration" method is justly regarded as a distinct contribution to the science and art of teaching. You surely recall that striking formula of his: "Agriculture may be divided into eight parts: One-eighth is science, three-eighths is art, and four-eighths is business management." He had those rare qualities of the good teacher—full knowledge of his subject, clearness of analysis, accuracy of statement, power of assertion,

graphic and apposite illustration. When he was 32 years of age he met with a serious accident which crippled him for some years, and as a result of which his general health was seriously impaired. He was compelled to give up his work as a teacher, and emigrated to Iowa. For two years he lived on a small farm; for two years he was pastor of a Methodist Church in Vinton, Iowa; for six years he was president of the State school for the blind. During seven of these years he sat in a wheel chair, an almost helpless cripple. What an illustration of undaunted courage. It is said by those who know him that these were among the most active and useful years of his life.

He was educated in an old-fashioned classical college. For 10 years he taught in a classical school. But in this new country he recognized the need of another sort of training, another form of leadership, and studied carefully conditions as he saw them. It is significant to note that he was even then interested in adults, and saw that training must be given to present farmers. He edited an agricultural journal; he lectured to farmers on the economics of agriculture; he organized a stock-breeding association. Later he became a teacher in the Iowa State Agricultural College, and still later its president. Former pupils tell of the practical character of his instruction. He did not teach the theory of farm management, but how to manage farms; not the analysis of plants, but how to make plants grow; not animal physiology, but how to raise stock.

Dr. Knapp lived in Iowa for 20 years. He regarded it as his home. His closest friends were Secretary Wilson and "Uncle" Henry Wallace. To these three men Iowa owes much of her leadership in agriculture and not a little of her prominence in national affairs.

Yet though Iowa was his home and is his last resting place, his chief fame was won in the South, and there he rendered his largest public service.

In 1885 Dr. Knapp left Iowa to assume the management of a company which owned a tract of land in southwestern Louisiana, said to be "as large as the State of Connecticut." He brought with him a number of experienced farmers, who developed farms of great productiveness. Thus he demonstrated the possibilities of successful farming in that region. I have driven with him from farm to farm near Lake Charles and know how he was loved and honored by those people. He led them to use agricultural machinery; he taught them diversified farming and stock raising; he showed them how to drain their land, how to rotate crops, how to prepare their crops for market. That whole region was his first great demonstration, and there he proved the value of the demonstration idea. Every successful farmer attracted other farmers and showed them how to do it.

In 1897 James Wilson became Secretary of Agriculture. He promptly sent for his old friend, Dr. Knapp, and asked him to become a special agent of the department for the promotion of farming in the Southern States. Before he took up this work in the South, Dr. Knapp visited the West Indies and made two journeys to the Far East to report on the resources of our new dependencies.

In 1902 the Mexican boll weevil appeared in Texas. Its ravages were so severe that for a time the people thought that Texas would no longer be a cotton-producing State. Tenant farmers abandoned their growing crops. Owners were disheartened. I have seen large towns in Texas in which two-thirds of the business houses and banks

were closed and boarded up. This condition of panic and despair was Dr. Knapp's supreme opportunity. His 70 years of training had prepared him for the crisis. By the introduction of new methods, familiar to us all, he made the boll-weevil enemy the farmer's best friend.

In 1905 the present chairman of the General Education Board, Dr. Frederick T. Gates, was traveling in the South on one of Dr. Robert C. Ogden's special trains. One day Dr. Gates remarked: "This is a magnificent country and a splendid people. There is abundant knowledge of the science of agriculture. If these people could have that knowledge in practical form there would be no limit to the output of southern farming." He asked the secretary of the board to make a general study of how best to deliver the existing knowledge of agricultural science to present farmers. In the course of that study I met Dr. Knapp at the Texas Agricultural College and learned of his demonstration work. We asked him to come to Washington for a conference. During that conference Dr. Gates asked, "Why can not your demonstration method be extended to all the States of the South?" The reply was, "Federal money can not be used except to fight an interstate evil, like the boll weevil, for example."

After conferences with Secretary Wilson and Dr. Knapp, the General Education Board contributed several thousand dollars to begin demonstration work in Mississippi. That was in 1906. In 1907 the board increased its contribution for Mississippi and made contributions for work in Alabama and Virginia. In the following year the board contributed sums sufficient to enable Dr. Knapp to extend the work to North Carolina, South Carolina, Florida, and Georgia.

From this time Dr. Knapp became the "apostle of agriculture" in all the Southern States. He made his headquarters at Washington. He traveled almost constantly. He addressed legislative bodies, students, and teachers of agricultural colleges, meetings of bankers and business men, and gatherings of practical farmers. He not only taught farmers how to raise cotton and corn, but he taught them the business side of farming—how to find the cost of a crop and whether they were making or losing money.

He discussed the economics of the situation with bankers and business men, showing the economic fallacy of the factoring system and how the farmer ought to raise things to eat and to feed on the farm and not buy them at the store and pay for them with the proceeds of his cotton crop. In this way the farmer would become a more valuable customer at the store, not confining his purchases to the bare necessities of life, but becoming a purchaser of things that contribute to the higher comforts and refinements of life. He wanted to set the farmer free, to make him a depositor instead of a borrower at the bank, an independent citizen with money in his pocket, instead of a man always in debt. In these ways he secured the hearty cooperation of merchants and bankers and inaugurated a pervasive movement for economic and social betterment.

But Dr. Knapp did not limit his work and interest to present farmers. Success in this form of work gave him an outlook from which he saw other forms of endeavor. He became interested in corn clubs for boys. He persuaded fathers to let their sons cultivate small patches of corn and cotton. He interested the public schools

in this work and secured the cooperation of school superintendents and teachers. This work for boys is now too well known to require full discussion by me.

On the day of his last visit to New York he talked with us of a proposed work for girls. We called a meeting of our executive committee which Dr. Knapp addressed. Those who were present can never forget his eloquence as he pleaded for the wives and daughters of the farm. An appropriation of \$30,000 was at once made that Dr. Knapp might inaugurate the girls' canning and poultry clubs. In this work for girls Dr. Knapp felt that he was approaching the most vital factor of rural life—the home. He sought the economic independence of rural womanhood. In his last formal report he said to us:

The demonstration work has proved that it is possible to reform, by simple means, the farm method, the economic life and practically the personality of the farmer on his farm. By simple method the boys' corn clubs have likewise shown how to turn the attention of the boy toward the farm and to make agricultural education practical and universal among rural people. There remains still the home itself upon the farm, and the women and girls of the home, as one of the problems of rural uplift. This problem, in my judgment, can not be approached directly. No matter how earnest and enthusiastic the reformer, he who goes directly to the country home and tells the farmer and his wife that their entire home system is wrong and that they ought to change, will meet with failure and even well-merited opposition. Under such circumstances it will be an affront and almost an insult to an honest and industrious people. But what can not be accomplished by direct means can usually be accomplished indirectly.

With these facts in view, I have begun a work among the girls. The direct object is to teach some one simple, straightforward lesson to the girls on the farm, which will open the way to their confidence and that of their mothers, and will at the same time open their eyes to the possibilities of adding to the family income through simple work in and about the home. The indirect object is that of attacking this home problem on the farm.

We hear much of the "rural-life problem." People talk of "back to the farm," of amusements and entertainments for rural life, of rural homes, rural churches, rural schools. Wise people are studying these questions. Many people, not always wise, are talking about them. Our great friend of whom we are talking to-day did not announce any comprehensive theories for the solution of these questions, although he thought deeply and earnestly about them. The significant thing about Dr. Knapp was that he took up these questions one by one and in simple, effective ways did the thing next at hand. He literally "worked over against his own door." As a result of his work we are beginning to see how to improve the conditions of rural life. We take one of his steps and learn how to take the next one. He used to say, "Don't confuse people by elaborate programs; the average man, like the crow, can not count more than three." "Do the next thing."

Notice how this work grew in his hands. First, the work of farm demonstration—the teaching of agriculture by growing something a little better than it had been grown before. The demonstration idea has caught the imagination of the people and nothing can stop it. It is bound to be adopted throughout the country, not only on farms, but in schools also. Then the "corn club"—how that work is making farm life attractive to the boys. They are learning by doing; and by doing a permanent interest is aroused. Then, "the girls' canning club." What a door of opportunity that idea is opening before rural womanhood! Behold one of those photographs of a

scene out under the trees in a dooryard where those girls are canning tomatoes. Go with them to that splendid supper that has been prepared for them. Watch that newly awakened mother as she makes her house attractive for company. Join with them in the games after supper.

My friends, this work of Dr. Knapp, his demonstrations farm, his corn clubs, his canning clubs, grounded as it is in sound economics, is the solution of the "rural-life problem."

It is a long way from that forgotten hamlet in the Adirondack wilderness, where Seaman A. Knapp was born, to Calcasieu Parish, La., which was the point of departure for his great agricultural campaign in the South. Who could have thought that that lad of 15, working in his uncle's cabinet shop, would become the most highly honored and most truly useful citizen of the Southern States?

I have in my office a photograph of the monument that marks his grave under the trees on the campus of the agricultural college, at Ames, Iowa. As I look at it I can but recall the words of Rustin:

Careless of monument by the grave, he built it in the world—a monument by which man shall be taught to remember, not where he died, but where he lived.

ORIGIN AND EARLY DEVELOPMENT OF THE AGRICULTURAL DEMONSTRATION WORK.

Address by Mr. W. F. PROCTOR, State Agent Farmers' Cooperative Demonstration Work, College Station, Texas.

The plan of the farmers' cooperative demonstration work was conceived by Dr. S. A. Knapp and was put into operation by the United States Department of Agriculture, as a part of the campaign against the Mexican cotton-boll weevil.

The country had become alarmed at the financial disaster that followed the progress of this foreign insect invader. As it advanced, panic and ruin followed, and it seemed in 1903 that the whole cotton industry of the South would be destroyed unless something could be done to exterminate it, or at least stay its progress.

Congress was appealed to and early in January, 1904, made a special appropriation of \$250,000 for boll weevil investigation work.

It was hoped that some means might be found of exterminating the weevil. Secretary Wilson decided to spend \$40,000 per annum in demonstrating to the country that it was possible for the farmers to grow cotton profitably with the weevil present.

In 1903 a demonstration of successful cotton growing under weevil conditions had been conducted at Terrell, Tex., under the personal supervision of Dr. Knapp. The story of this demonstration is interesting, and doubtless had much to do with the working out of the plan of the farmers' cooperative demonstration work.

In the spring of 1903 the business men of Terrell called a mass meeting to consider the boll-weevil situation and to take some action to try to avert the panic which always followed its invasion of new territory. Dr. Knapp was sent for and addressed the meeting. His explanation of the situation and his ideas of the proper remedy convinced those people that he was right, and they then and there determined to give Dr. Knapp's demonstration plan a thorough trial.

Mr. W. C. Porter, a prominent farmer near Terrell, was agreed upon as an ideal man to make the demonstration, but he was not willing to follow anyone's instructions in growing cotton unless guaranteed against loss. The business men promptly made him an indemnity bond, and he then planted and cultivated 40 acres of cotton under Dr. Knapp's instruction.

In the fall this demonstration showed a net profit of over \$700. This demonstration was of inestimable value in restoring confidence in that section and in proving that cotton could be grown profitably under weevil conditions.

As soon as Congress granted the weevil emergency appropriation Dr. Knapp was authorized to go to Texas and carry out his plan of farm demonstration work, and in January, 1904, he established his headquarters at Houston.

Dr. Knapp was one of the few men in the South at that time who fully appreciated the fact that the boll weevil was not the sole cause of the trouble, but that it lay further back, and consisted in a wrong system of agriculture that must be changed before permanent relief could be expected.

With his great faith in humanity and his knowledge of men, he did not hesitate to undertake the task of revolutionizing the whole system of southern agriculture.

His first steps were to organize a working force and secure the cooperation of the general public.

The losses suffered by the business interests made them willing and anxious to cooperate in any movement at all likely to better conditions, so when he sent out his call for help it was responded to by railroads, commercial bodies, the colleges, and private individuals from all parts of Texas.

Money, trains, and speakers were placed at his command, and the 'crusade was on.

The call came to me over the telephone on the 17th day of February, 1904, as I was at work on my farm in Clay County. That night I boarded the private car of the vice president of the Fort Worth & Denver Railroad, with little knowledge of the work being undertaken or what would be expected of me.

In the morning I learned I was with an agricultural lecture train, managed by the railroad to arouse public interest and to secure the cooperation of the farmers. For two weeks meetings were held at all the leading towns in the cotton-growing counties through which that road runs.

Farmers' institutes were organized at each point. Lectures were given on cotton, cotton insects, corn, forage crops, fruit growing, and other farm topics.

Attempts were made to secure a list of farmers who would try the department's new plan of teaching agriculture by the 5 and 10 acre demonstration plat method. Only a few names were secured, and most of them were town people who expected to do the work by proxy.

I doubt very much if any of the speakers who accompanied that train had a very clear idea of the proposed demonstration plan or had much faith in it.

I know that I had no proper conception of it until a few weeks later, when I had the privilege of meeting Dr. Knapp and having him lecture me for an hour on his plans to better agricultural conditions in the South. I went home from this interview with the demonstration plat plan fixed in my mind and at once began a farm-to-farm canvass for farmers to become demonstrators. I secured as many as I could in 10 or 12 counties in the northwestern part of the cotton section of Texas.

During the first three years of the work, the railroads furnished the department's agents with annual passes, and each agent was assigned to work the territory tributary to certain lines of railroad.

The hardest work we had the first year was in getting the confidence of the farmers. I soon learned to begin by telling my prospective demonstrator that I was a farmer; that my farm was a sandy-land farm like his, or not like his, as the case might be. As soon as it seemed safe to do so, I presented the demonstration proposition and sought his cooperation. Very often when he found out that I was a Government agent, he drove on and left me. Later I joined the farmers' union and after that had better success.

During the first year over a thousand farmers' meetings were held, where Dr. Knapp or some of his assistants made addresses. Something over 7,000 farmers pledged themselves to cultivate a few acres

under the supervision of Dr. Knapp and his agents. Enough of these were successful to give us plenty of argument for the 1905 campaign.

In the fall of 1904 a meeting of agents and over 200 representative farmers from all parts of Texas was held at Houston, at which many reports were made, showing the profits of crops grown under demonstration methods, compared with those under ordinary methods.

Dr. B. T. Galloway, Chief of the Bureau of Plant Industry, was present at this meeting.

During those first years of the work all the agents followed the practice of holding meetings of farmers in courthouses, schoolhouses, on the streets, and wherever they could be gotten together. Pure seed, deep plowing, frequent shallow cultivation, and the growing of all home supplies were the chief topics discussed at these meetings.

It was easier to secure demonstrations in 1905 and 1906 than in 1904. As the work gradually became more systematized and more effective it became more and more popular.

A meeting of agents, which was also attended by farmers and business men, was held in Waco, Tex., in the fall of 1905, and another in 1906. Dr. Galloway attended the 1906 meeting to personally inspect the situation in Texas at that time.

Under the guidance of the master mind, these annual agents' meetings took more the nature of religious conferences than formal business meetings. We were brought to see and understand that the work we were engaged in was deeper, broader, and more far-reaching than simply the ravages of the boll weevil.

We were brought by degrees to see and understand the great possibilities for making people better, happier, and more prosperous through the demonstration method of teaching agriculture.

To a wonderful degree Dr. Knapp inspired the agents with faith in the work and a desire to make it as effective as possible.

In 1905 the boll weevil crossed Red River into Oklahoma. In 1906 it invaded Arkansas and reached the Mississippi River. It was now evident that the weevil had come to stay, and would ultimately cover the entire cotton-growing section.

The farmers' cooperative demonstration work had proven that by following the cultural methods advocated cotton could be profitably grown with the weevil present and confidence and prosperity would follow. It had also proven that the demonstration method of teaching agriculture was the best and most effective plan ever attempted of reaching and helping the farmer to higher and better things.

In 1906 Dr. Knapp moved his headquarters from Houston, Tex., to Lake Charles, La., and later from Lake Charles to Washington, where he died one year ago.

I am proud of the fact that it was my good fortune to have known Dr. Knapp and to have been one of the pioneer agents in helping the best I could in establishing a method of agricultural education that I believe will in time be adopted in every State in the Union and ultimately result in so high a standard of farm intelligence that our farms will be richer and more productive after a thousand years of cultivation than they were in the beginning.

WHAT SEAMAN A. KNAPP DID FOR SOUTHERN FARMERS.

Address by Mr. CLARENCE POE, of Raleigh, N. C., Editor the Progressive Farmer.

The real test of all human worth of greatness comes out in Kipling's "McAndrew's Hymn," when the old Scotch engineer, conscious of the futility of all else, measured by the Almighty's standards, speaks with humble dignity of the one thing worth while in human life—

I am o' service to my kind; ye wadna blame the tho't?

This is the one and only criterion of greatness. And judged by this standard, my friends, no greater man than Dr. Seaman A. Knapp, organizer and director of the farmers' cooperative demonstration work, has appeared upon the horizon of our southern life since Henry Grady.

I make this statement advisedly and with the full knowledge that some critics would reject it. They would remind us that Dr. Knapp discovered no new agricultural truth, wrested no valuable secret from chemical laboratories, wrought out no new doctrines from long experiment or investigation. But while I grant all this, and grant further that Dr. Knapp perhaps had himself no such fund of agricultural knowledge as some of our college professors, I still maintain that Dr. Knapp made one of the greatest of original contributions to agricultural science in that he discovered not simply a new agricultural truth, but a new way of disseminating all the vast treasures of truth which others had developed. Grant that in learning from him the small farmer heard only what other men had been saying for 40 years; the point is that they had been crying in the wilderness of ineffectuality while Dr. Knapp actually reached the ear and the heart of the man behind the plow. He actually carried the message of Garcia. If the agricultural principles he taught were not new, it was new to think of going to the ignorant farmer and "demonstrating" their practicability and potency before his very eyes. And so it is the glory of Dr. Knapp not that he added another dry agricultural principle to human knowledge, but that for a great body of people, under the power of his organization, all formerly dry agricultural principles became live and potent as did the dry bones in Ezekiel's Valley when the spirit of the Lord brought bone to bone and clothed them with miraculous flesh and sinew.

The problem of agricultural upbuilding in the South, from an economic standpoint, is and has been twofold. The idea was very well expressed by my friend, Mr. E. E. Miller, the other day:

The farmer is not only going to do better work, he is going to get more for it. He is not only going to get more out of his dealings with the soil, he is going to get more out of his dealings with other men.

This is but another expression of the dual purpose of the farmers' union, "to educate the agricultural classes in scientific farming," and also in scientific buying, selling, and distribution. Dr. Knapp was interested in the second part of this program, but he saw that the first part was where he could get biggest results. He saw that even with present methods in buying, selling, and distribution the southern farmer's profits might be doubled, and far more than doubled, by better methods of farming, and he set himself to bring this about. That the first thing for us to do is to earn as much as we can under existing conditions and then improve the conditions as fast as we can was his wise philosophy.

He recognized the truth of Adam Smith's saying that since the downfall of the Roman Empire the policy of great nations "has been more favorable to arts, manufactures, and commerce, the industry of towns, than to agriculture, the industry of the country." And he was intense in his opposition to unfair tariffs and extortionate middlemen's charges and other methods by means of which the rich have brought the spoils of the poor into their houses.

Nevertheless, Dr. Knapp saw that even under existing conditions the profits of the southern farmer might be increased from 100 per cent to 800 per cent. He knew that the farmer in the North or West is under the same Government, the same general marketing and economic conditions as the farmer in the South, and yet, as I pointed out in an address at the first session of this Southern Commercial Congress in Washington, our poor farming methods had cost us so heavily that the average South Atlantic States farmer then earned \$480 a year, as compared with \$984 for the average farmer in the North Atlantic States, and our average farmer in the South Central States then earned only \$536, as compared with \$1,074 for the average farmer in the North Central States.

In other words, Dr. Knapp understood what I then insisted upon—that even under existing conditions the average southern farmer could earn \$500 more a year by better methods in farming. He saw that we were using crude tools, whereas the western farmers used good ones; that we were using expensive human labor, whereas the western farmer used cheap horsepower; that our soils were becoming depleted through the one-crop system, while the western farmer was maintaining fertility through diversification and stock raising; that we were getting only one profit, while the western stockman-farmer was getting two profits—one from growing the crop and one from feeding it.

But, most important of all, Dr. Knapp saw that the average southern farmer was running his brain with one horsepower, whereas the western farmer was running his with two and three horsepower. Statistics show that farm workers in three typical South Central States average less than one horse, cultivate only 16 acres per capita, earning \$189 a year, whereas the farm workers in three typical North Central States average between three and four horses per capita and cultivate 63 acres apiece, averaging \$663 a year. Dr. Knapp put the whole matter in a nutshell when he declared in his great Lexington speech six years ago:

Where the South Carolina farmer uses one mule and one man to plow, accomplishing less than an acre per day from 3 to 4 inches deep, the Iowa farmer uses at least three horses and plows 4 acres per day 6 to 8 inches deep.

And in the same speech, let me say just here, Dr. Knapp gave the whole platform of southern rural regeneration, so far as farm work was concerned, when he declared:

I estimate that there is a possible 800 per cent increase in the productive power of the farm laborer in the average southern State, and I distribute the gain as follows:
 Three hundred per cent to the use of more and better mules and farm machinery.
 Two hundred per cent to the production of more and better stock.
 One hundred and fifty per cent to a rotation of crops and better tillage.
 Fifty per cent to seed of higher vitality, thoroughbred, and carefully selected, and
 Fifty per cent to the abundant use of legumes and the use of more economic plants for feeding stock.

Dr. Knapp's great heart was touched by this vision of the ineffectual labor of the southern farmer; of women, toil-bent, for whom better methods would bring greater freedom and happiness; of rural children with a school term of only 95 days in North Carolina or 93 days in Arkansas as compared with 156 days in Utah, 170 in Iowa, or 182 in California.

He saw, as he said, that "agriculture in most sections consists of simply of a series of notions inherited from Adam," and his great heart went aflame with a desire to help the people get the richer life involved in that \$500 a year more that the southern farmer might earn by better methods of farming—even under the faulty methods of distribution which Secretary Wilson says leave the farmers only 50 per cent of the price that the consumer pays for farm products.

It is the progressive, thrifty, scientific farmer who will win justice for agriculture if it is ever won—not the hopeless, unprogressive "man with the hoe."

Dr. Knapp knew, as every right-thinking man must know, that the surest way to get the reforms in our banking laws for which he contended, and destroy the tariff evils, which he condemned, is first to give the farmers greater independence through better methods of farming. "You must keep a man's nose away from the grindstone," he said, "for if it is constantly at the grindstone he can't see anything else; he can't be elevated."

This is the doctrine he was constantly preaching; that better schools and better roads and painted houses and better vehicles and more home conveniences, all cost money; and that the first and fundamental thing in rural betterment is to help the farmer make more money. He did not want money for money's sake, mind you. Money with him was ever only a means to an end—a better and happier people. Indeed, I like to think that the real secret of Dr. Knapp's mighty influence was that he always, in every situation, reduced this problem of rural development to its warm, throbbing human terms.

I myself grew up on a southern farm in the darkest period of southern agriculture—when cotton was 5 cents a pound, and science had brought no life or color into the unrelieved drudgery of farm work, and the menace of the mortgage on the little home stalked like a haunting specter through the thoughts and dreams of millions of southern farmer folk.

It was under circumstances such as these that Dr. Knapp came into the South, and it was from a vast and genuine sympathy for the "wayside children of poverty"—for he had known poverty himself—that he began his great mission. Heartened and inspired,

therefore, at all times by the secret strength that men find in service to others, he wrought out his great task, "making the smile on other lips his own, living upon the light in others' eyes."

So it was in that great speech in Lexington, Ky., from which I have already quoted. For a time he held his audience spellbound as he pointed out the significance of agricultural development to our national prestige; but then his heart betrayed him away from statistics and economics into this eloquent human confession:

But to-day I am not viewing this campaign for increased production in the country from the national standpoint. I am thinking of the people, of rose-covered cottages in the country, of the strong, glad father and his contented, cheerful wife, of the whistling boy and the dancing girl, with schoolbooks under their arms, so that knowledge may soak into them as they go. I am thinking of the orchards and the vineyards, of the flocks and the herds, of the waving woodlands, of the hills carpeted with luxuriant verdure, and the valleys inviting to the golden harvest.

"What can bring these transformations to the South?" he asked. And his answer was, "Greater earning capacity for the people." Something of the burning sympathy for the poor which flames through the writings of the Old Testament prophets was in Dr. Knapp's heart, and he concluded this Lexington speech with this prophetic utterance:

The revolution must continue until the problems of poverty are solved, the measure of human happiness full, and the reproach that has hung over our rural domain, by reason of unthrift, ignorance, and poverty, shall be wiped out.

And yet, my friends, my fellow southerners, my task to-day, as I conceive it, is far from being one of empty eulogy. Rather I would make it an appeal to strive on to finish the task that we are in; to carry forward the great work which our heroic leader left uncompleted.

Let us see, then, in conclusion just what was the ideal toward which he was striving; just what was the vision he was seeking to realize. As I have already suggested, he was not content merely to increase the aggregate profits of southern agriculture: "I do not glory in the wealth of a few," he said, "but rejoice in the general distribution of wealth and prosperity for the common people." The problem to him was ever a human one. To make a richer life for the farm folk; to make farm homes more joyous and wholesome; to make happier, stronger, and better farm men and women—this was his dream and his vision, often and often expressed.

Put into a single sentence, Dr. Knapp's one great aim, his dominant ideal, was to make the South a vast democracy of thrifty, home-owning farmers, every man sitting under his own vine and fig tree to develop in the South the ideal conditions for a mighty race of high-minded, stalwart, courageous people. I wish every farmer in the land could get and read his bulletin, "The Cause of Southern Rural Conditions and the Small Farm as An Important Remedy." To break up our great plantations into smaller holdings and to encourage and help every farmer to own his own home; this he regarded as the most important task ahead of the leaders of southern agriculture. To use his own language:

A prosperous, intelligent, and contented rural population is essential to our national perpetuity. The world's experience has shown that the best way to secure this is to encourage the division of all the lands into small farms, each owned and operated by one family.

My own conviction, ladies and gentlemen, is that in this statement Mr. Knapp showed the vision of a prophet and a seer. It will be well indeed for the South if we do not come too late to listen to the warning of England two centuries ago against the hastening ills to which any land is subject "where wealth accumulates and men decay," and where princes and lords flourish at the expense of a bold peasantry.

Even now the duty of the hour, as I conceive it, is to lighten the burdens of the small-home owner. The methods I suggest are new in the South, I know, but I do not hesitate to say that I believe we must lighten the taxes on the poor man and the small-home owner and landholder and increase the taxes on others, principally by levying heavy graduated taxes on inheritances of \$5,000 or over and a Lloyd-George graduated tax on the unearned increment in urban or rural land values, completely exempting from the latter provision all, say, who own less than \$1,000 worth of land.

We must tax small holdings less, great holdings more; the gains of thrift and industry less, the gains of chance or inheritance more.

Into our State laws here in the South, as in our national laws at Washington, we must write the determination of the people that the birthright of every man to the liberty and happiness of home owning shall be properly safeguarded, and that the weak shall not be forced to bear the burdens of the strong, or the many impoverished that a few may be enriched.

A great democracy of thrifty, prosperous, home-owning small farmers is the hope of the South and should be the goal of all our striving. Vast areas held for speculative purposes or bought by corporations merely for financial profit and cultivated by men who are nothing more than factory machines to their owners—all such holdings are a menace to the progress and prosperity of our section, as indeed are all great plantations where a backward tenantry is exploited, when by cutting them up thrifty and progressive farmers and home owners would come in and give strength and power to the State.

With the same idea of promoting this puissant democracy of home owners—the strength of any Commonwealth—we need to encourage the coming of thrifty northern and western small farmers into our southern country. We need them, for one thing, to reduce our too-burdensome proportion of negro population. I have no ill will against our negroes, but they themselves will be helped, as will every worthy interest in every Southern State, by increasing the percentage of our white population.

Moreover, everybody knows that the direct drawback to rural life is its isolation. If the South were to-day a great democracy of home-owning, 80-acre farmers and our present number of negroes not increased, the problem of an adequate and well-rounded social life on the farm would be immediately solved; the proportion of negroes would be too small to be serious; our larger population would support the finest school systems in the world; our greater number of taxpayers would enable us to have magnificent roads, good all the year round; the larger population would provide adequate support for the best teachers, ministers, and professional men; rural telephones, lyceums, trolley lines, the transportation of school children, the development of social centers, all would follow as naturally as

the day the night; the prosperity of our towns and of every worthy industry in them would be doubled; and new spirit and vastly increased vigor would be found for every manufacturing and commercial enterprise known to our people.

This is the supreme task ahead of us. It is the problem for our statesmen, our editors, our agricultural leaders, our men of vision in every profession and calling. If I understood the spirit of Dr. Knapp—and I think I did—it is the task above all others to which he would like to have us dedicate ourselves and all our future lives as we leave the memorial meeting planned in honor of his memory. And so from his place in—

The choir invisible
Of these immortal dead who live again
In minds made better by their presence—

he would look down on this occasion as one who, having seen of the travail of his soul, is satisfied.

APPRECIATION OF SEAMAN A. KNAPP'S WORK FOR ALABAMA.

Address by Mr. J. F. DUGGAR, Director Alabama Agricultural Experiment Station.

It is most appropriate that in the deliberations of the Southern Commercial Congress there has been provided a place on its program for honoring the memory of one who has rendered such signal services in the material rehabilitation of the agricultural South.

Alabama sends her tribute of gratitude, for this State was one of the first to profit by the wise plans and indefatigable work of Seaman A. Knapp. My thought runs back to the time, not many years past, when it was my privilege to be called into council with him to advise regarding the methods by which plans for agricultural uplift could be best carried forward in Alabama. After that conference a single demonstration agent was appointed, and on his shoulders rested for a while all the demonstration work attempted in the State.

I delight to contrast that small beginning, only a few years back, with the full fruition of those pioneer efforts as exemplified in the complete system of demonstration work which now prevails in Alabama, and which grew out of Dr. Knapp's wonderful wisdom and vision. We now have a county demonstration agent in every county in the State, employed jointly by the National Government and by the Alabama State Board of Agriculture. A liberal State appropriation is also disbursed by a State board in cordial cooperation with the national workers, with a unified plan of administration.

ARKANSAS' \$200,000,000 DEBT TO THE SCHOOLMASTER OF AGRICULTURE.

Address by Mr. JOHN C. SMALL, Editor the Arkansas Homestead.

Sent out of the North, Dr. Knapp proved to be the South's most helpful teacher. In Arkansas we call him the "schoolmaster of agriculture." His theme was that of better soil culture; his pupils the struggling farmers, and his laboratory the plowed fields.

Coming into our State, where \$70,000,000 of hard-earned farm wealth had been wiped away by an invasion of other teachers of the North, who sought to educate by force, Dr. Knapp, a man of peace, extended a kindly hand to the eager student and in the light of a new knowledge the Arkansas farmer has in ten years increased the agricultural wealth of his State \$318,673,000.

Lands that have been idle since the negro slaves left them were brought back into productiveness. Soft-handed, petted youths were developed into strong-armed, useful men of the soil. The ban long placed upon honest labor was lifted, the occupation of farming took on respectability, hungry mouths were fed, impoverished lands were nourished, and the farmer again has come to see years full of prosperity.

Dr. Knapp was a scientific thinker, but a simple and practical instructor. In all of his writings, speeches, and personal talks with farmers his expressions were couched in the plainest words, and there was a careful avoidance of technical and difficult phrases.

For many years the Department of Agriculture has been engaged in the study of scientific agriculture in an effort to solve the secrets of the soil. The problems that were worked out for the good of the farmer remained locked up in textbooks and technical reports until Dr. Knapp came to place, in his practical way, this knowledge at the disposal of the simple-thinking man of the farm. The chemist and pathologist wrote no theses that this master mind did not comprehend, and no subject was so complex that this sympathetic teacher could not elucidate its meaning to the most untutored mind.

Among the thousands of Dr. Knapp's demonstrators in Arkansas there are men whom he found groping in darkness now pursuing the study of seeds and soils upon their own account. They have a taste of knowledge, they have mastered the rudiments of agriculture, and now are able to talk and write intelligently and authoritatively upon these subjects.

Our estimate of the good resulting from the work that Dr. Knapp did should not be allowed to overshadow the personality of this most lovable man. With the bearing of a patriarch, he was as sympathetic as a child. Rather than stand upon the rostrum and direct or sit in the saddle and command, he preferred to walk between the plow handles and demonstrate his teachings, as neighbor to neighbor.

Let us not forget the lessons that were expounded by this great teacher, the man who has taught us a better way of growing cotton. Dr. Knapp believed that farming was a science and not a lottery, and that success depended entirely upon the intelligent direction of the farmer's efforts. He set forth as the first principles of good farming the creed that the soil must be deeply and thoroughly plowed, the best seed selected, ample room allowed the growing plants, the crops intensively tilled; he taught fertilization and crop rotation, urged more horsepower and better implements, more farm stock to utilize the waste, a larger home production of all food and feed, and the keeping of an account of the operation of the farm. These commandments are lived up to by prosperous and contented farmers all over the South.

Arkansas's debt of gratitude to Dr. Knapp is greater than words can repay; but the million and a half people of our State have given a substantial expression of appreciation for the work that he inaugurated by extending to the Government, in furthering the farm demonstration movement, local aid to an amount greater than that given by any other State.

FLORIDA'S ESTEEM FOR SEAMAN A. KNAPP.

Address by Hon. DUNCAN U. FLETCHER, United States Senator from Florida.

Florida esteems it a privilege to raise her voice commendatory of the life and service of Seaman A. Knapp.

Praise has been expressed for him who made two blades of grass grow where one grew before. Words are weak messengers to convey adequate appreciation of the services of a man who made ten bushels of corn grow where one grew before.

From Florida I can report, as others can do from other States, the influence of Dr. Knapp's work is felt and shown in increased production and more efficient and judicious methods.

The demonstration idea has accomplished results little short of marvelous.

The encouragement to agriculture came at a time when it counted in the highest degree.

The stimulus to home production for home consumption has been of incalculable benefit in proving the fallacy of purchasing elsewhere the things which can be readily produced at home.

Rural life has been made more attractive. Lessened drudgery and toil and increased remuneration have likewise followed as results of his efforts.

Unceasing devotion to promoting the general good, unselfish labors for the weal of his fellowman, conscientious studies to further the country's prosperity, a high conception of fiduciary responsibility, characterized his endeavors.

He applied science to practical, every-day existence. Theories he reduced to actual accomplishments. He set things moving along the lines of real, permanent progress.

In the grateful hearts of all his countrymen he will live.

GEORGIA'S HOMAGE TO SEAMAN A. KNAPP.

Address by Col. HARVIE JORDAN, of Atlanta.

For the people of Georgia I desire to pay tribute of respect and gratitude to the memory of the man whose labors and efforts in behalf of southern farmers have been of incalculable value.

Seaman A. Knapp came as a stranger into our Southland, but when his great soul crossed over the river into the shadows beyond he left behind him the loving memories and grateful hearts of the entire people of Dixie.

My own State has deeply felt the touch of his presence and the high value of his labors. The whole agricultural world has been bettered by his coming and it has lost deeply by his eternal sleep.

That man serves his country best who contributes to the uplift of humanity and the amelioration of hardships and suffering.

Dr. Knapp typified, by his life work, those exalted and ennobled characteristics which will forever stand as an undying monument. He was imbued with a high and noble purpose in life. His sincerity of purpose was manifested in his enthusiasm, and this found expression in the loyalty and cooperation of those whose labors were identified with his.

Fortunately for the South and the Nation, when Dr. Knapp was called to rest he left a worthy scion of his name, who has taken up the yet uncompleted task with that same spirit of enthusiasm and sincerity of purpose.

Dr. Knapp's conception of a simple yet practical plan for effecting the introduction and adaptation of diversified agriculture in the cotton States of the South has already laid the groundwork, forever emancipating the southern farmers from the slavery of the all-cotton system.

He was a leader in whom the people had confidence, because they realized the fullness of his sincerity and recognized his ability to successfully put into practical operation the ideals for which he pleaded.

His efforts in suppressing the disastrous march of the Mexican boll weevil, whose ravages were rapidly destroying the great staple crop of the South and working wreck and ruin over the vast territory of the southwestern sections of the cotton belt; his inauguration of the field demonstration work which has so marvelously shown the possibilities of southern soils in increasing the yields of crops; his unique development of boys' corn clubs and their splendid success, each mark a milestone in the career and usefulness of that splendid man of which the State of Georgia takes just pride on this occasion in rendering the deepest homage and gratitude.

While Dr. Knapp has gone from among us, the work which he labored so faithfully and successfully to inaugurate will live and grow, while his memory will ever remain an enduring monument in the hearts and minds of his countrymen.

It is indeed fitting that these memorial exercises should be held in a southern city, so beautifully typifying southern traditions and under the auspices of a truly representative southern assemblage.

As he sleeps, let the great heart of the South revere his memory and unitedly carry forward the work which he has left as a heritage of his labors.

SEAMAN A. KNAPP AS A MAN.

Address by Dr. D. H. HILL, of Raleigh, President Agricultural and Mechanical College of North Carolina.

Whatever other qualities go into the making of a great man, there are at least four that are inseparable from mental stature. The first of these is simplicity. Our minds absolutely balk whenever they are asked to admit a finicky man into the class of great men. If the acutest intellect is fringed with squeamishness, pretentiousness, affectation, haughty reserve, undemocratic arrogance, we deny admission to such an intellect into our mental halls of fame.

No one could know Seaman A. Knapp and fail to note his manly simplicity. Here was a man who cared little whether his dinner were served on tin plate or Haviland china. It was a matter of small moment to him whether he got a seat in a day coach or a parlor car, or whether his tie and trousers were in accord with the latest fashion plate. He was as accessible to the obscurest demonstration agent as he was to the chairman of a Senate committee. His courtliness when mingling with men of established position never sank into snobbery or indifference or condescension in the presence of lowly humanity. With him earnestness, manhood, attention to duty raised a man to the peerage.

Second, laud versatility as we may—and it certainly has its charm—still the life of the fruitful man must have a central unity of purpose. Such a life is so consecrated to one paramount mission that it has few tangents. Just as Plato's Unity was the supremacy of mind, just as Luther's was a changed church, just as Arkwright's and Stephenson's was power-driven machines, so Dr. Knapp's center of thought was to render rural life less hard by teaching rural workers the simple but essential principles of soil and farm management. No Anteus surpassed him in reverence for "Mother Earth," her laws and her possibilities, and her rewards. His unchanging mission was to carry the commandments of wise farm effort to those who knew them not and who suffered for their ignorance. For 25 years this mission centralized his endeavors and filled his life. The vast results accomplished by his unswerving unity of purpose enlarge beyond measure our conception of one man's potentiality.

Third, the large mind must, in the words of Emerson, "look to the future." It has no *laissez faire* in its makeup. It sees stately visions of what may be accomplished by a change here or an alteration there, and then it moves tremendously to effect these changes. Bismarck, like others, saw the disjointed principalities of his native land torn by selfishness and greed. Then, unlike others, his projecting vision solidified them into an empire with power on the throne. Action, tremendous action, followed the thought and realized the vision. Liebig, like others, saw farming without a scientific

basis. Then, unlike others, he, with a look to the future, allied chemistry and agriculture and made modern farming possible. McCormick foresaw that the sound of the grinding would soon be low if grain had always to fall by the ache of man's back, and his reaper made harvest time a joy. So, too, Dr. Knapp, like others, saw what splendid results could be wrought in his adopted South if intelligence reigned on the farm and if every process were a result of thought. Then, unlike others, his organizing mind, looking to the future, planned methods of achievement. Immediately thereafter, without hurry but without rest, he began to embody his thought into action. In words sugar-coated with gracious tact, but forceful as cannonballs, he won converts from tenants to bankers and rested not from the labor of his hands until his formulated thought in a large measure dominated the section which now reverts his memory.

Lastly, the achieving mind is full of serenity. This serenity arises from the mature conviction that deep thought, wise planning, and forceful presentation are never wasted. Such sowing must inevitably yield some its thirty, some its sixty, some its hundredfold. Whoever saw Dr. Knapp's serenity thrown out of plumb? In the presence of opposition, in the face of disappointment, in the midst of perplexities, his steadfast calm was not overthrown. He had built on the rock of what was best in himself and of what he reckoned was the best in his fellows and was content to believe that storms beat on that rock in vain,

SEAMAN A. KNAPP IN OKLAHOMA.

Address by Mr. W. B. BENTLEY.

Seaman A. Knapp's work in Oklahoma is but four years old, and he was personally known to but comparatively few people in the State.

In the performance of my duties as one of Dr. Knapp's disciples, I have traveled the State over and over again. I am fully convinced of its future greatness and high rank among the States of the Union. Its people are of the best from all the other States. Its soil is new and fertile. Its climate is such that the crops of the North are suited to its conditions as well as those of the South. Cotton is its chief money crop.

The minds of our people are not handicapped by ancient customs which retard progress in many of the old States. In making our constitution and laws we have sought the best from all the other States; especially is this true with regard to the establishment of law governing agricultural education.

We have a large agricultural college and six district agricultural schools. Agriculture is taught in all the normal schools, and its teaching in the common schools is compulsory.

We have a demonstration farm law, which its author believed would be an advance step in the demonstration farm idea in the United States.

Four years ago the Oklahoma delegation in Congress made it a condition of their favoring the agricultural appropriation bill that \$10,000 of it be used for Dr. Knapp's work in Oklahoma. So potent a factor for progress was not to be overlooked. Had our people in Oklahoma known Dr. Knapp as well as he was known in some of the other States, I feel sure the mistakes of our agricultural legislation would have been avoided.

Dr. Knapp paid Oklahoma only three or four very short visits, and then only the demonstration agents and a few others had the privilege of listening to his words of wisdom and counsel. But the seed then sown fell on fertile soil, and is producing manyfold. There are to-day in Oklahoma 42 men and 10 women teaching the lessons of Dr. Knapp to those most in need of them.

There are now over 1,200 adults and 10,000 boys and girls in Oklahoma receiving personal and printed instructions in the teachings of Dr. Knapp.

Surely the monument he builded for himself in the hearts and lives of men is greater and more potent for good than any that can be made of marble or bronze.

THE SOUTH'S GREATEST BENEFACTOR.

Address by Mr. O. B. MARTIN, of South Carolina, Assistant in Charge Boys' Demonstration Work, United States Department of Agriculture.

The first time I ever saw Dr. Seaman A. Knapp was at the Conference for Education in the South, held in Lexington, Ky., six years ago. He was the last speaker at the close of a long morning session, the dinner hour was approaching, and there was a disposition on the part of some of the audience to leave the hall. I was sitting at the rear of the hall with a friend, who suggested that we go to dinner. I told him that I had been studying the face of the last speaker, and was afraid to leave for fear that I might miss something. I told him that if the speaker did not develop in three minutes I would consent to go with him. Both of us remained. Before Dr. Knapp was half through his speech we had moved halfway nearer the platform. By the time he finished we were occupying the front seats.

In the course of Dr. Knapp's address he discussed agricultural conditions in the various parts of the country and gave some comparative information and statistics in regard to the earning power per man in the different States, North and South. He contrasted Georgia with Iowa and South Carolina with Vermont. Of course, the contrast revealed my State in an unfavorable light.

As soon as he finished speaking I proceeded at once to the stage, introduced myself to him, and with some assumed indignation, said, "I am from South Carolina." In his gentle, pleasant way he remarked, "Well, I did not mean to do you any harm." Still maintaining an air of injured dignity, I replied, "There is only one way you can make reparation." He came back with the suggestion, "I will do it if I can." I told him that as soon as I got home I would make arrangements to have him meet the leading farmers and agricultural workers at the earliest possible date, so that he could arrange to introduce the demonstration work which he had just described and which he was doing in the West at that time.

When I returned to South Carolina, I wrote a long, enthusiastic letter to the president of our agricultural college, and suggested that he invite Dr. Knapp to attend and address the large round-up institute of farmers, which was held at that time in South Carolina during the summer. The president waited three weeks and sent me a short, cool epistle, evidencing the fact that he did not share my enthusiasm nor accept my suggestion.

I then boarded the train and went after him to find out his attitude. He told me that the college was doing all of the work of that kind and that he did not want outsiders to come into the State, do a little work, and claim all the credit. I saw that he was fixed in his opinion and fossilized in his work, and left him there for future reference.

My next move was to take the matter up with the governor of South Carolina and to get him to join me in a call for a meeting of farmers and all others interested in such work in the hall of the house of representatives in the capitol. The governor listened

casually for a while to my presentation of the matter and to my roseate prediction as to what such work would mean, but presently his eyes brightened, he seemed to be giving very close attention, and he said, "Who is it you are talking about?" I replied, "Dr. Seaman A. Knapp, of Lake Charles, La." Without hesitation he said, "Damn old Knapp. He put me out of the rice business." I asked him how that happened. "By developing that industry in Louisiana and Texas," was his reply. I told him that was the best argument I had heard for getting Dr. Knapp to introduce his work into South Carolina. If he had knowledge, information, and organizing ability enough to put planters out of the rice business hundreds of miles away, he was about the only man that I had heard of who could be depended upon to put them back into business again, but the governor did not agree to call the meeting.

The officers of the State Teachers' Association then took up the matter of inviting Dr. Knapp to address their annual meeting. I was afraid that he would not accept their invitation because it was not a farmers' association. I was afraid that his time would be too much engrossed in dealing directly with farmers. I learned afterwards that no man in the country realized more fully the power and influence of the office of teacher.

I mention the above incidents for the purpose of showing what changes have taken place in the six years as the result of Dr. Knapp's coming to the State and of his developing his plan of work there. At this same agricultural college we held a meeting last week of our agents, the county superintendents of the State, the State superintendent of education, the agricultural college president, and other school officers and college professors. We now have an agent in every county, and at the joint meeting there was the most friendly cooperation among all the educational and agricultural workers. An arrangement has been perfected whereby the same man is State agent for the demonstration work, and director of extension for the college. Some wonderful results in crop production by men and boys have improved conditions greatly in the "Palmetto State" and have brought South Carolina to the attention of the world. The main point I wish to make, however, is that, as a result of Dr. Knapp's coming and of his work, that college president changed his mind.

Dr. Knapp had not been coming to South Carolina very long before that same governor extended him a cordial invitation to visit his rice plantation and furnish instruction and advice in regard to the conduct thereof. This same governor has also, on numerous occasions, pushed and promoted the demonstration work. He also considered it a great honor and pleasure to entertain Dr. Knapp in his home. That governor changed his mind.

The moral that I would draw from this incident is that governors can occasionally change their minds to the great benefit of their people, especially when the change causes them to begin to devote themselves to the development of the agricultural resources of their States and of the promotion of plans for the general welfare.

The day that Dr. Knapp died we received a weekly field report from one of our South Carolina agents which read something like this:

I have just returned from the township, which up to three years ago was considered the most backward in our county. When I began work it was almost impossible to

get any demonstrators there. They all said that they knew more about farming than anybody in the Department of Agriculture at Washington, or anywhere else. I managed to get a few of them lined up as demonstrators, however. The next year the number increased, and now they all want to be demonstrators. I have found, to my great satisfaction, that these people have corn in their cribs, money in the bank, and their children in school. It is all due to the work of dear Dr. Knapp.

The point that I would make in regard to this community is the same one that can be made in regard to many others, viz., it changed its mind and changed its methods as a direct result of the wonderful foresight, earnest spirit, and simple, yet profound, methods of work devised by this great agricultural leader—the South's greatest benefactor. Many other communities in this country and throughout the world will make similar changes as a direct result of the labors of this same great man.

When the news went out that Dr. Knapp had passed away, one of our State agents sent in the following telegram: "We have caught his spirit and will press on." I thank God that there are now 100,000 men, 75,000 boys, and 25,000 girls in the demonstration work who have done likewise. Arrangements are being perfected to carry the plan of his work into every State in the Union. Foreign Governments have sent representatives here to study it and thousands more will catch his spirit and press on.

SEAMAN A. KNAPP: HIS SERVICES TO VIRGINIA.

Address by Mr. J. D. EGGLESTON, of Richmond, Superintendent of Public Instruction, State of Virginia.

In this gathering to-day are men and women who sincerely and rightly believe that there was a man sent from God whose name was Seaman A. Knapp.

He spoke, and the eyes of the blind and the ears of the deaf were opened; he put out his kindly hand and touched dead hopes that lay in thousands of heart sepulchres, and they came forth alive again. He applied certain principles which have profoundly affected the South; which are applicable everywhere on earth; which will cause him to be ranked in his usefulness to mankind in the field of agriculture as high as Pasteur and Lister and Reed in their chosen fields. Their peer in bettering human conditions and unshackling human opportunity, he, equally with each of them, founded a great department in the university of applied truth.

How simple it all seems—since he showed us how. There was knowledge enough and to spare. It was the application that was needed; and in the application of the knowledge of certain agricultural principles in order to get a maximum of results for the effort put forth, Dr. Knapp probably had no equal in his day or generation.

What was the secret? How did he do it? If we could answer that question, we could easily solve the riddle given by Tennyson:

Flower in the crannied wall,
I pluck you out of the crannies,
I hold you here, root and all, in my hand,
Little flower—but if I could understand
What you are, root and all, and all in all,
I should know what God and man is.

The various elements that go to make up greatness in a man are poise, simplicity, directness, love. These were the ingredients perfectly balanced, that made the greatest character in history. These were the ingredients that were as well mixed in Seaman A. Knapp as in any man I have ever come in contact with. Poise he had to a remarkable degree. That simplicity he had which meant teachableness and single-mindedness of purpose. Directness he had that reminded one of the prophets of old. And with poise, with the simplicity which meant single-mindedness directed to social improvement, he had a love of his fellow man that excluded no man, woman, or child on earth.

The talks it was my high privilege to have with him caused my heart to burn within me as he set forth fundamental truths, for he was fundamental always. He stood for fundamental democracy, which, if it means anything, means that each human being shall have the right to enjoy the fruits of his own toil, but will be unable to find

joy unless of his own initiative he can and does apply these fruits in terms of social service. To him it was mockery that one should rightfully sow and another wrongfully gather, that one should idle on another's labor.

This is not the time to tell of one of the most dramatic meetings I ever witnessed, when Dr. Knapp in a room in the capitol of Virginia eagerly seized the opportunity to link the country schools in Virginia with the demonstration work, and thus projected these schools—poor, spiritless, unattached possibilities as they were—into the economic, spiritual, and social life of their communities. Those who were present will never forget the scene. We were not merely moved, we were electrified. And so to-day agriculture is being taught to our boys not in but through the schools, and is being directly applied by them not on the school grounds but on the farms.

On such an occasion as this it would be trifling to play on words. Yet it may be said that so clear and simple did Dr. Knapp make his propositions in regard to agricultural improvement, in regard to the everyday things that touch the man on the land, that when he finished one could write after him, "Quod est demonstrandum"—it has been proven.

There are some who start a movement that grows above and beyond them and overwhelms their memory. As the work begun by him grows in strength, in depth, and breadth and height he will tower always over and above it, for he was as strong, as broad, as high at the start as the movement will be when its waves reach the shores of the eternal.

He was a man; nor was there anything that touched life that failed to interest him.

