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Huff Finds Growing Need For Commercial Farm Management

DECLARES SERVICE CAN STOP MANY OF EVILS OF TENANCY

Figures Of Growth And Progress Attest To Success Of Enterprise Built By Chickasha Man

Competent commercial farm managers can eliminate many of the evils which have accumulated to plague the nation with a "tenancy problem."

Furthermore, these same managers can help the tenant make more money, can help improve the farm, can make the landowner more profit, can make a living for himself, thereby performing a very real service.

That is the spirit in which E. E. (Gene)* Huff applies himself to the tasks of his business known as Farm Service Company, and figures attest to the success of the enterprise. But then, that's getting a bit ahead of the story, so let's turn to Mr. Huff's own explanation of the needs for and service offered by his firm.

* * *

FARMING has become one of the most competitive occupations of present day industry," Mr. Huff explains.

"It is no longer enough to plant cotton, cultivate it, pick it, take it to the gin, and sell it. That practice has been largely responsible for the present situation. One crop farming and soil erosion have so badly depleted the soil of the average farm that these farms which were once profitabl. investments for the owner operator have now become a property of the unfortunate absentee land owner who held a mortgage on this land. The absentee owner in most cases is not to blame for the present tenant situation but has been forced unwillingly into it.

"As a result of this situation we have developed a new and very essential profession, that of commercial farm management. Tenant farms must have some adequate supervision if they are to produce incomes enough to pay taxes, upkeep and interest on the investment, at the same time provide a living for the tenant, and maintain soil fertility and land value. Commercial farm management has been successfully practiced in the corn belt states for the last 15 years and back in the years 1923 to 1927 when I was vocational agriculture teacher in the Chickasha High School I saw the need of better farm management in Grady County and Oklahoma and stressed this phase of agriculture in my classes. My experience both on the farm and in college was along the line of agricultural economics and farm management with the good point of applying my experience and knowledge to the task of improving tenant farming conditions, rental incomes and land valuations.

* * *

AT the bottom of the depression I sold tools to the farm land owners and began this business on July 1, 1931, with five farms in Kay and Osage Counties, under the name Huff Farm Management Service. This nucleus grew and the business expanded until the Fall of 1933 when I returned to Chickasha, under the new name Farm Service Company with a considerable increase in farms. The business has continued to grow and prove the soundness of this plan of farm supervision since that date until for 1938 I will have the supervision of 102 farms.

"These farms range from five acres to 790 acres in size and are mostly in Grady County, though I have farms in Stephens, Jefferson, Garvin, McClain, Canadian, Caddo, Noble, Kay, Osage and Kiowa Counties and one in Dawson County, Texas.

"Clients are located from New York to California, and from the Dakotas to Texas. All are individuals with one exception and that company only has three farms.

"As for the plan of operation; *the land owner makes a contract with me giving me full authority to manage the farm from an* agricultural standpoint. I have full authority to rent the farm, change tenants when in my judgment it is for the benefit of the land and the owner.

"I supervise farming operations making frequent calls on the tenant on the farm to consult with him about his farming operations and plans, running terrace or contour lines wherever desirable for the use of the tenant in laying out his field and for contour farming. If buildings are to be altered or repaired I supervise the work and attend to the purchase of materials. When crops are ready for market I check the production and figure rentals making the division and the collection of the landlord's share. One of the comparatively new phases of farming is the compliance with the various governmental programs. This has proven desirable in most cases and I have been of very great help to the tenants in seeing that their farms are properly in compliance for these rental payments so that the maximum incomes will be received both by the landlord and the tenant.

"The selection of Soil Conservation Crops and helps in methods of best using them for the benefit of the land is also an important phase of this part of the work of farm management.

"Land owners have found that it is decidedly to their advantage to rent their land through a competent agent who is located where he can be reached at any time for consultation by the tenant rather than direct from an absentee owner who lives in some other state and is not familiar with Oklahoma conditions. This is proven by the fact that my tenants have been in the office to consult with me about various phases of their farming problems during the first six months of this year 118 times which averages 19 tenant visits per week. Along this line too, are the periodic reports to the landlords. Farmers in general are not good correspondents, but they can discuss the farm and its program with me and I am able to give the landlord the correct picture of the farming conditions at any and all times, and without bias, as might be the case if the report were direct from the tenant to the landlord.

"Under the complete farm management plan there is a farm survey with plat map giving a full description of the farm with appraisal of buildings and land, there is also an annual crop acreage report which shows the acreage and condition of the crops in the spring and early Summer. Other reports are made at the first of each month following the collection of any rents.

* * *

DOES this sort of service pay? Here is proof. Every year since I have been in this business the farms that have been under my supervision for more than one year, have averaged more rent per acre than those that are under my supervision for the first year. For example, in 1935—25 old farms two or more years under my supervision, averaged $1.27 per acre rent (this is for the entire farm including all waste timber and other land) whereas the same year 12 new farms only averaged $1.09 per acre and then the next year added these 12 new ones to the 25 old ones the 37 old farms made $1.04 per acre whereas 43 new farms acquired Jan. 1, 1936 only made 70 cents per acre (this was the drought year of 1936). Another significant fact is that over a period of the last four years the old farms two or more years continued supervision averaged $1.33 per acre where as the new farms, one year supervision, averaged 93 cents, and an average increase after the first year of management of 43 per cent. This fact proves the value of long time continued supervision of tenant farms and this increase pays the management fee and a good dividend on the owner on his investment in this service.

"My purpose is not liquidation of poor farm investments but the building up of average and good farms to the point where they will be sound investments for the owners, and at the same time good homes for the tenants.

"I believe in attacking the tenant farming problem not from the emotional political angle that all farm operators should be farm owners, for this is no more sound economics than to say that all city residents should be owners of their own private business.

"There are hundreds of good farmers who with proper cooperation from their landlords by way of intelligent supervision from a competent commercial farm manager hired by the landlord can make good livings, maintain the soil and provide a fair return on the investment for the owners. These same farmers, good citizens of their communities probably never will become qualified to own and manage their own farms, any more than will the average laborer become *qualified to own and operate his* own private business and the same good farm citizen without commercial farm management would revert to the type of poor tenant farmer too common to our state today, whereas with the absentee owner furnishing the land as capital and the commercial farm manager to aid the tenant in planning the operations of the business, each of the three, owner, tenant, and manager, may enjoy a moderate amount of security and independence, based on the knowledge and fact that each is contributing his share and receiving his profit in the sound principal of American development and democracy."

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11:10 p.m.		10:45 p.m.

Also the Clanton Transportation Company operating daily through Freight Service from Chickasha to Southwestern Oklahoma and Texas points.

MUSEUM COMMEMORATES STEAM'S RISE OVER SAIL

Salem, Mass. (U.P.) — The Peabody Museum is exhibiting memorabilia in commemoration of an old - fashioned sidewheeler's 14-day Transatlantic crossing 100 years ago.

The sidewheeler Great Western was the first steamship to attain much success in passenger service between England and the United States. Its trip from Bristol, England, to New York took about half as long as sailing vessels of that era.

Results Of Farm Management

The farm owned by Mrs. Annas Jesperson of Mt. Vernon, S. D., is an example of what farm management and fine cooperation of a good tenant can do. Above is shown one view of the farm, which is managed by Farm Service Company, E. E. Huff's firm. In the picture, you will notice terraces, contour farming and diversified crops. In the lower left corner is a terrace covered with cane; cowpeas are shown in the background. Selection of the right tenant for the farm is important, Mr. Huff says, and he must have done a fine job of selecting in this case, for he attributes much of the sucess in building up the above farm to M. J. Brantley, the tenant.

SOFTBALLERS TO PLAY EL RENO TEAM TONIGHT

Chickasha Merchant's Softball team is to play the Pure Ice Cream Company of El Reno in the first game of the district softball tournament to open at 8 o'clock tonight at El Reno.

Tuesday night the Chickasha team played Rush Springs on the lighted field at Rush Springs, winning by a score of 12-3. Matthews and Shirk performed on the mound for Chickasha, while Durham and Holdeman were the catchers.

RUSH CCC SECOND IN APACHE TOURNEY

(By Express Correspondent)

Rush Springs, Aug. 3 — The baseball team of the CCC Camp, Company 884, played in the invitation tournament last week at Apache. On Tuesday they won four games and lost three. Wednesday they played the Lawton Independents, winning with score 14-1. Thursday they won over Fort Cobb with score 12-2. Saturday was a double-header, first winning against Cache Independents, 6-3, then beating Cyril, 2 to 1.

In the finals Sunday Swan Lake was first and Company 884 won second place. When the team of the tournament was picked three CCC boys were among the 11 selected. They were Bernard Roberts, second base; Fred Holdsclaw, pitcher; Ted Hampton, centerfield.

Hitch-Hiker

Seattle, Aug. 3 (AP)—New York doctors told Sam Diamond, 44-year-old World War veteran, they'd have to amputate his right leg because of a chronic blood ailment. Sam, who already had yielded to amputation of his left leg because of the disease, said they wouldn't. He'd hitch-hike west to Soap Lake, Wash., and its healing waters, he said. "You'll never make it," the doctors said. Sam did—in just 16 days.

Italy regulates hotel rates by law and prohibits tipping. A 10 per cent increase in rates for the benefit of employes at the expense of all customers alike was made to eliminate tipping.

Blind Girl Appeals To King For Admittance Of Dog

London, Aug. 3 (AP) — Hazel Hurst, 22-year-old blind American, appealed to King George VI and American Ambassador Joseph P. Kennedy today to waive British animal quarantine restrictions which prevent her from taking her Alsatian dog guide into England.

She rejected the offer of a one-eyed man to have his eye transferred to her by surgical means. She also refused the offer of a British guide dog.

The Oneonta, N. Y., girl wired King George after James A. Wallace, aged 37, wrote her:

"I pray you to forgive me for writing and will in no way be offended if I offer you my right eye if it could be transferred to you by an optical surgeon."

Miss Hurst, who announced she was returning to the United States Friday if the dog, "Babe", was not allowed to land with her, said "it was very kind of him but I shall not accept."

The blind girl telegraphed King George: "Making my last appeal to your majesty to permit me and my seeing eye' to enter your country. My dog is my eyes. I know you can help me."

Lilian Shrimpton, secretary of the guide dogs for the blind association, said Miss Hurst "regretfully declined" to accept a British canine guide, refusing to be parted from Babe.

NET TOURNEY PLANS WILL BE COMPLETED

Final plans for the second annual tennis tournament sponsored by the Chickasha Municipal Tennis Association Aug. 10-14 are to be completed at a meeting of the organization at 8 o'clock Thursday night at the Chamber of Commerce headquarters, E. P. Litchfield Jr., president, announced today.

"We are anxious that all tennis enthusiasts be present as this will be the last meeting before the tournament," he said.

Mr. Litchfield received a card today from Minco racquet wielders asking that additional entry blanks be sent there, and the entry slips from Kenneth Kamn, A. J. Still, Jimmy Cannon and Dan Carter of El Reno.

Fan Fare—Jail

New York, Aug. 3 (AP)—Those poor Brooklyn Dodgers — now Stanley Bazarewski, 21, is blaming them for his arrest on a grand larceny charge. His employes accused Bazarewski, a laundry truck driver, of withholding $140.68 in collections. Bazarewski told Magistrate Anthony P. Savarese he bet the money on the Dodgers to defeat the New York Giants in the Fourth of July twin bill. Brooklyn "double-crossed" him by losing both games. Bazarewski went to jail.

NATIONAL GUARDSMEN WILL LEAVE FOR CAMP

Capt. R. F. Jolly of the 179th Infantry will leave Thursday for San Antonio. Capt. Jolly is a supply officer.

Other officers from this county and members of Battery B of the 189th Field Artillery will leave Saturday for San Antonio.

Capt. Jolly is superintendent of schools at Ninnekah.

MR. AND MRS. SMITH RETURN FROM TEXAS

(By Express Correspondent)

Cement, Aug. 3—Mr. and Mrs. Jim Smith have returned from Weatherford and Eagle Lake, Texas, where they have been vacationing for two weeks.

Mrs. Jo Smith, mother of Jim Smith who lives at Weatherford, Texas, returned with them for an extended trip.

Streamlined Potato Popular

Merrill, Ore. (U.P.)—H. L. Martin is sure now that the country has gone streamline conscious. He packed potatoes in an attractive net sack and labeled them "Streamlined Potatoes," conducted a campaign relative to the use of streamlined potatoes in the diet, and his product marketed throughout the season without suffering any of the price fluctuations that befell the spuds that failed of streamlining.

Minco Urged To Ask Lake

Jed Johnson Speaks At Lions Club Meeting

(By Express Correspondent)

Minco, Aug. 3—Nineteen members and four visitors met in the clubroom of the Agnes Cafe at the Lion Club luncheon Tuesday noon.

Following the meal, President Ralph Lea introduced Lion A. E. Hennings of Tuttle, and he in turn introduced D. F. Long and W. H. Wester, also of Tuttle. Lion J. E. Perry then introduced the speaker of the occasion, Congressman Jed Johnson, who made a very interesting talk as to how Minco might secure the construction of a dam to form a lake that could be used for irrigation purposes and a fishing resort. He stated that the northern part of Grady County was not getting its share of government assistance in the form of WPA flood control and for farm-to-market roads. He explained that a certain amount of money had been set aside by the government for these projects and that if Minco did not ask for assistance along these lines the money would be spent elsewhere in the state, and urged that the people of Minco and Northern Grady County get together and insist that some of this money be spent in this community.

A committee consisting of members of the Lions Club has been appointed to handle the lake-site project and instructed to report at a later meeting.

Following Mr. Johnson's talk, President Ralph Lea announced that next week's meeting would be held on Tuesday evening when a watermelon feed would be enjoyed by the club members and their wives.

MRS. LILLIE COMBS REPORTED IMPROVED

(By Express Correspondent)

Rush Springs, Aug. 3 — Miss Edna Combs and her brother, Gailen Combs, returned from El Reno and Norman Monday. They report their mother, Mrs. Lillie Combs, is greatly improved although she is still very weak.

ILLNESS OF FATHER CALLS MRS. DUNN

(By Express Correspondent)

Rush Springs, Aug. 3—Mrs. R. E. Dunn was called to Marlow Monday on account of the illness of her father, C. A. Talley. He has been ill for several months.

Eerie Program

Chicago, Aug. 3 (AP)—Without warning, the radio in Mrs. R. M. Johnson's home stopped and the lights went out. Mrs. Johnson screamed, then looked to the window which opens on an alley. She found the screen had been pulled away and radio wires cut, short circuiting the lighting system. Getting down from the top of an automobile was a man with the radio in his arms. He got in the car and drove away.

Still Ticking

Grinnell, Iowa, Aug. 3 (AP)—It took some oil and a small wheels to put in order the watch John Palmer of Grinnell lost 18 years ago in a field at his farm.

Men cultivating his fields turned it up, battered but not beyond repair.

SLOT MACHINE BREAKS HIM, BUT HE FAILS TO BREAK IT

Cleveland (U.P.) — John Koenig didn't break the bank at Monte Carlo. He didn't even break the slot machine in which he had lost $12.

But he tried to, so Judge Joseph Ackerman fined him $10 and costs—which more than doubled Koenig's original losses.

CONCERT TO CLOSE SCHOOL OF MUSIC

(By Express Correspondent)

Rush Springs, Aug. 3 — The three weeks school of music conducted by the Hartford Music Company and Musical Institute will close Friday evening with a concert.

The Hartford quartet, Miss Beulah Mae Geller and the entire faculty will appear on the program which will be given at the high school auditorium at 8 o'clock Friday evening.

The singing school has been attended by pupils from Oklahoma City, Chickasha, Duncan, Minco, Marlow, Sterling and many other towns and communities over the state.

TUTTLE SCOUTS PLAN WEEK'S TROOP CAMP

Boy Scout Troop 38 at Tuttle is to go to Camp Thomas next week for a week's troop camp, according to an announcement made this morning from the office of Galen M. Unger, executive of the Black Beaver Council.

D. E. Long, Scoutmaster for the troop, was a visitor in Mr. Unger's office the first of the week to complete arrangements for the camp.

MRS. HUFF TO SPEAK IN PARTY CAMPAIGN

Oklahoma City, Aug. 3 (AP) — Mrs. Ila Huff, defeated for the Democratic nomination for state commissioner of charities and corrections, said today she would make a flying tour of the South, speaking for the Democratic national committee in the general election campaign.

She disclosed her appointment as guest speaker for the national committee and chairman of the National Speakers' Bureau for Oklahoma.

Mrs. Huff, who now is resting at the home of a son in Norman, ran second to Mrs. Mabel Bassett, incumbent, in the commissioner's race.

Card of Thanks

We take this means of expressing our sincere appreciation for the many courtesies shown us during the illness and at the death of our son and brother, M. L. "Pete" McGehee. Especially do we wish to extend our thanks for the lovely floral offering.—Carroll McGehee and family.

Heat Wave

Pittsburgh, Aug. 3 (AP) —Just when Pittsburghers were trying to forget soaring temperatures, fire apparatus stalled traffic for a half hour at a downtown intersection because of a fire in a furnace. A watchman explained he had been burning rubbish but pulled away and the radio wires cut, short circuiting the lighting system. Getting down from the top of an automobile was a man with the radio in his arms. He got in the car and drove away.

Loser Lost

Portland, Ore., Aug. 3 (AP)—Fifteen years ago D. S. Gore, barber, called at police headquarters, said his watch was gone. Officers have just found the watch—but Gore's gone.

Pussy willows do not need bright colors in order to attract bees. They appear so early in the Spring that they have no competition from other flowers.

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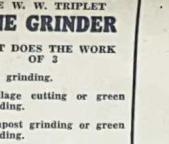
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1936	37 old farms averaged	1.04 per acre	31% increase over
	43 new farms averaged	.79 per acre	
1937	80 old farms averaged	1.42 per acre	8.4% increase over
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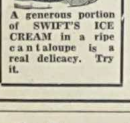
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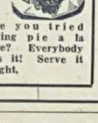
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