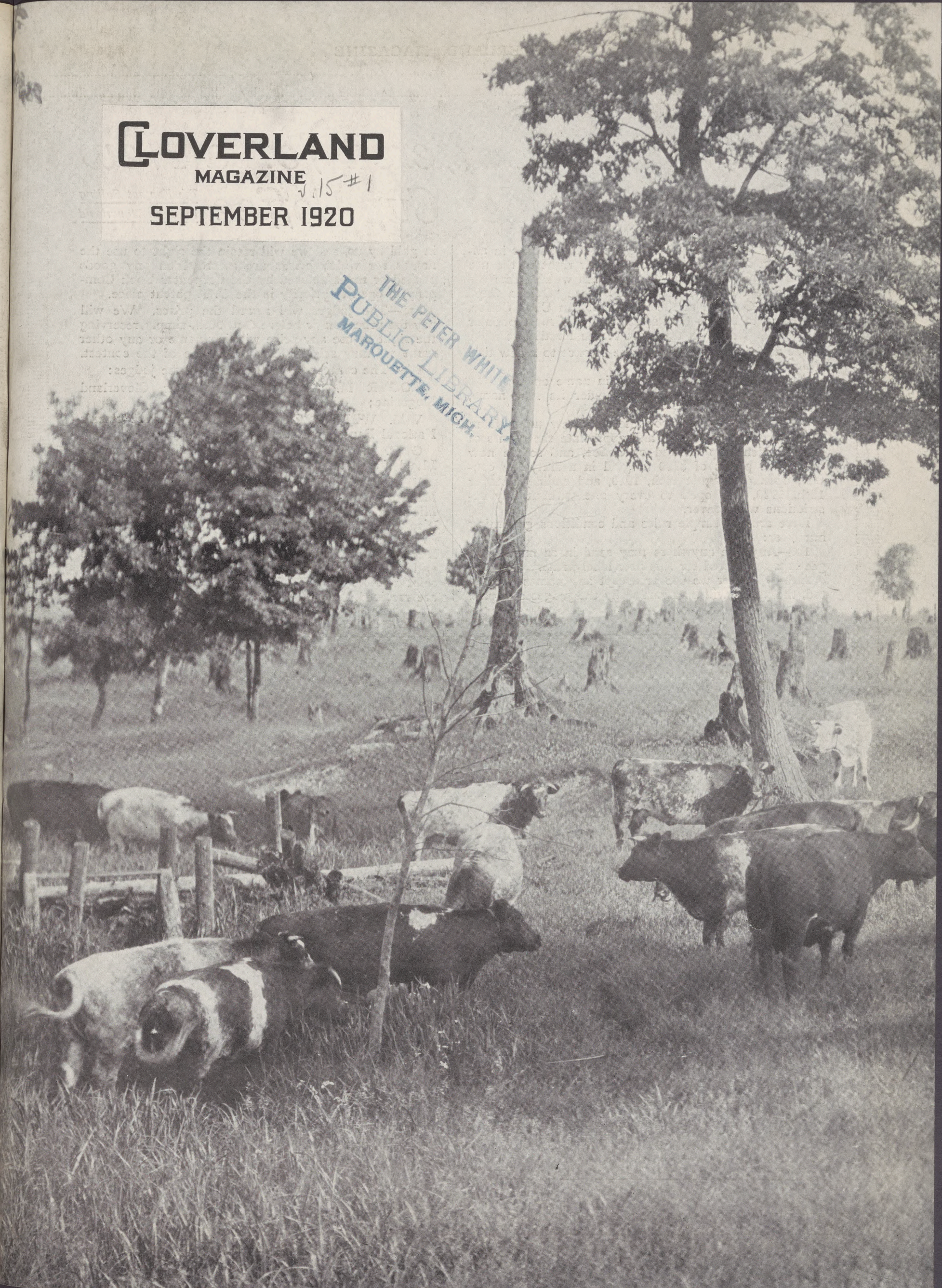


# COVERLAND

MAGAZINE v. 15 #1

SEPTEMBER 1920

THE PETER WHITE  
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MARQUETTE, MICH.





# \$200 in Gold Offered for a New Name for Golden Cup Coffee *The Fastest Selling Coffee in Cloverland*

We have found that one of the coffee houses in another part of the country has a prior right to the use of the name "Gold Cup" Coffee, with which name the U. S. patent office considers the name "Golden Cup" conflicts. Our use of the label, "Golden Cup" Coffee, has come to be the best selling and the most popular high grade Coffee in this part of the Northwest.

We desire to change the name at once to a new title which we can copyright.

The change, however, will be in name only.

The quality of Golden Cup, under its new name, will be the same.

We want to get, if possible, our new name from those who know and use and appreciate the merits of our "Golden Cup" Brand of Coffee, and so we now offer cash prizes of \$200 in gold in a sixty-day contest, opening August 15th, 1920, and ending October 15th, 1920, and open to every one without any restrictions whatsoever.

Here are the simple rules and conditions governing our offer:

1st—Any one anywhere may send in as many suggestions as desired for this new label name.

2nd—Whether we use or accept any names submitted, the prizes will be awarded by the judges and paid

in gold by us, and we will retain the right to use the names for which prizes are awarded on any goods packed or manufactured by the Carpenter Cook Company, if open to priority in the U. S. patent office.

3rd—The judges will award the prizes. We will pay the prizes on or before Oct. 30th, simply reserving the right to use any prize winning name or any other name we may select inside or outside of the contest.

4th—The contest to be decided by three judges:

ROGER M. ANDREWS, Publisher Cloverland Magazine;

WM. WEBB HARMON, Cashier Lumbermen's National Bank, Menominee;

GEO. W. ROWELL, JR., Advertising Manager, Lloyd Manufacturing Co.

Fill in attached form and mail to Coffee Contest Manager, Carpenter Cook Company, Menominee, Michigan, or hand to your grocer and ask him to send it to us. Send as many suggestions as you please, just so they are mailed to us on or before Sept. 30, 1920. But do not wait unnecessarily, for the first suggestions will naturally have the best chance, for priority of receipt will be considered where duplicate suggestions are received.

### CUT OUT THE COUPON

*Fill in and mail today. Send in as many suggestions as you please, either on this form or by letter. Please do not use post-cards.*

COFFEE CONTEST MANAGER,  
*Carpenter Cook Company,  
Menominee, Michigan.*

*I suggest the following names for your use in place of the name "GOLDEN CUP" Coffee:*

.....  
.....  
.....

Signed, (Name) .....

(Mail Address) .....

Date.....

- 1st Prize ..... \$50 in Gold
- 2nd Prize ..... \$25 in Gold
- 3rd Prize ..... \$15 in Gold
- 4th Prize ..... \$10 in Gold

**And 20 Prizes of \$5 in Gold Each.**

We invite the boys and girls, the youths and grown-ups, to enter this contest early and often. Your "Golden Cup" Coffee will taste the same and be the same under its new name. We cordially invite our friends to help us select this new name, and share the \$200 in cash prizes which we offer.

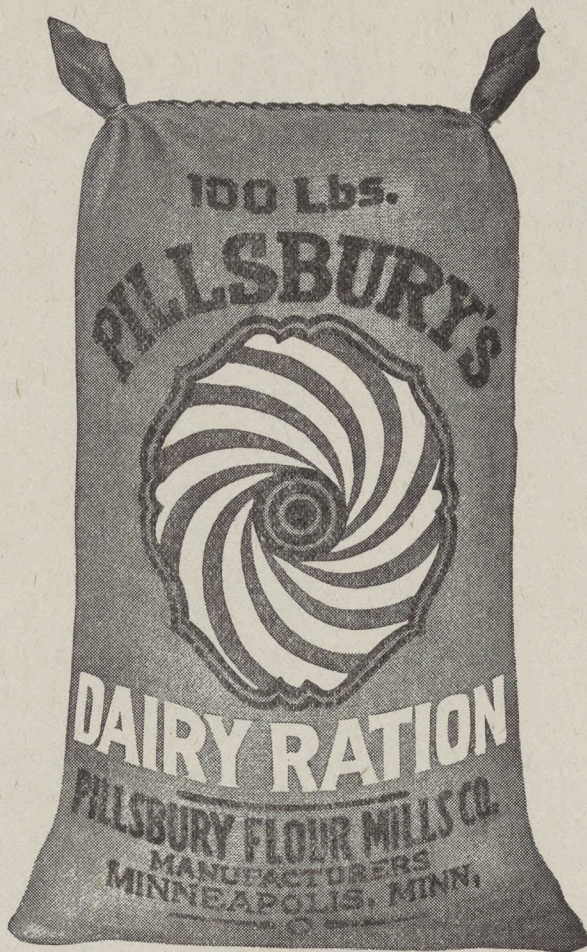
## CARPENTER COOK COMPANY

"Golden Cup" Coffee is the Fastest Selling Coffee in Greater Cloverland

MENOMINEE, MICHIGAN



*A Steady, Consistent Producer*



# Pillsbury's Dairy Ration

## *To Maintain Maximum Production*

Forced feeding for short periods has produced remarkable milk records, but it is the long time, day-in-and-day-out results that count. The dairy cow must have the right kind of feed if she is to produce consistently. Her feed must not only bring her into a full flow of milk, but it must keep her there during the entire lactation period. Production must be kept up to the highest point of which she is capable. That is the only way to bring out her full value.

## *Feed Must Protect Health of Cow*

To-day expert feeders realize that in order to obtain continued high production over long periods, the ration of the dairy cow must contain sufficient mineral matter to safeguard her health. In formulating Pillsbury's Dairy Ration we have provided for the health of the cow. For perhaps the first time, the proper balance of protein, carbohydrates and fats has been combined with sufficient mineral matter to replace wasted tissues and maintain maximum milk yield. Read our guarantee.

## Pillsbury's Dairy Ration Will Maintain Every Cow At Maximum Milk Flow Throughout Lactation Period

### *Cows Like It!*

Pillsbury's Dairy Ration is palatable. The cows like it. We have yet to see the cow that wouldn't clean up a full feeding of Pillsbury's Dairy Ration the first time it was offered.

### *No Filler!*

There is absolutely no filler in Pillsbury's Dairy Ration. It is a clean, honest, dependable feed, with 79.2% digestible nutrients. It contains no molasses or disguised roughage.

### *Economical!*

The eight ingredients contained in Pillsbury's Dairy Ration were selected for their feeding value alone. Every one is high-grade. Yet its cost is no greater than that of other feeds, and you could not begin to mix the same ingredients yourself at a cost as low as Pillsbury's, and

**You Can Always Get Pillsbury's.**

### *Pillsbury's Dairy Ration*

#### **Contains:**

Ground Oats, Wheat Bran, Hominy Feed, Linseed Meal, Standard Middlings, Corn Gluten, Cotton Seed Meal, Mineral Salts, *and nothing else.*

Your Feed Dealer Can Supply You,  
or write—

COMMERCIAL FEED DEPARTMENT

**Pillsbury Flour Mills Company**  
MINNEAPOLIS, MINNESOTA

### *Guaranteed Analysis:*

Crude Protein . . . . .	19%
Crude Fat . . . . .	4%
Crude Fibre . . . . .	11%
Carbohydrates . . . . .	50%
Mineral Matter . . . . .	6%





¶ A texture that is a real achievement in the science of modern paper making commends Northern Tissue to you. The utmost skill of the industry has been taxed that you may have this finer bathroom necessity.

¶ Call it by any other name and it's not Northern Tissue—a more sanitary and economical toilet paper. At your dealer's now. Made in Green Bay, Wisconsin, by the Northern Paper Mills—also manufacturers of fine paper towels, for shops, offices and kitchens.





# COVERLAND

## MAGAZINE

REGISTRATION OF TITLE APPLIED FOR TO U. S. PATENT OFFICE  
Published Every Month at Menominee, Michigan

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## The Making of a Great Industry

By FRANK D. TOMSON, Editor of "The Shorthorn in America"

WHEN the lumberman removed the great forests of the North, a performance accompanied by many expressions of misgivings as to the future, they made way for a still greater industry—that of the live stock husbandry. Nature has been very kind to that vast region, for the snow comes early, as a rule, and spreads its protecting covering of accumulated thickness throughout the winter months. The grass roots are thus protected and, when the snows melt away under the early spring sun, the grasses are fresh and succulent. They have kept so, to an extent, all through the winter.

With this blanket of snow, great areas of the soil do not freeze deep; whereas, far to the southward where the snows are scant and remain but a short space of time the ground often freezes from one to four or five feet deep. The melting of these northern snows goes on to an extent, throughout the winter and the moisture finds its way down into the soil. It is an ideal situation for grass production. Little wonder, then, that this extensive area is recognized as the Cloverland, though I have observed timothy, blue grass and various other grasses grown in equal luxuriance.

Wherever grass grows in abundance live stock finds its most favorable habitat. So there is growing up, in this one-time lumber country, an industry of much greater proportions and more vital importance to the welfare of the country than that which flourished in the old saw-mill days.

This transition is not dissimilar from that back in the old Virginia and Ohio country, where improved cattle first found their way to America, and in those countries beef-making has been carried on quite continuously and profitably since that early date, more than a century ago. Beef-making and dairying under the variable conditions presented in your country, have very interesting and well-defined advantages. I have visited various breeding establishments where the industry has been carried on on rather an extensive basis, and have noted the economy due to the extensive production of the grasses upon which the industry is based. The coming of the silo has played its useful part and the extensive growing of peas for canning purposes has, through the by-product, increased the ration, in addition to the heavy yields of field peas.

In your country, as in almost all agricultural



Clipper Anoka 9th, Bred at Anoka Farms. She Sold as a Calf for \$2,500.

countries, one finds few men operating the land who are specialists and comparatively few farms that lend themselves to specialization. The raising of live stock has its best opportunity in mak-

ing the most of every phase of it. Beef raising involves, to an extent, the use of the good milking cow and successful dairying involves the reliance, to an extent, on the demand for beef because the calves must be sold and the cows that do not yield a profit at the pail must also find their way to the butchers. And it is to the advantage of the owner if these cows produce calves that attract the patronage of the butcher, at profitable prices, and that they fatten themselves and possess sufficient beef quality to command an adequate price when they themselves are sent to the slaughter.

It is very largely the combination of beef and milk that insures the best returns to the owner. Always the good milking cow is the best and most reliable producer. That is an established fact and however one may be inclined to the production of beef, he cannot afford to ignore the relation of the good milking dam to the beef qualities of her steer.

Just as the Shorthorn came early into the Ohio and Virginia country, in fact, very soon after the Revolutionary War, so Shorthorn cattle came early into the North country, following the lumbermen.

Since the first limited shipment came to America, the Shorthorn has been closely identified with agricultural achievement. There seems never to have been a time when the Shorthorn was not making progress and this progress has a very close relation to the progress of agriculture. So it is that in the North country, in the "cut-over" districts, where the grasses have spread amazingly and yielded abundantly, the Shorthorn grows always in favor. The reason is not far to see, for the Shorthorn is distinctly the farmers' bovine reliance. There is the combination of beef and milk, just referred to, that plays its useful part, always, in mixed husbandry. Many loads of heavy, well-bred, well-finished, red and roan steers go annually out of this country down to the Chicago market, and to other markets, and find favor with the buyers.

There is an extensive Eastern trade that patronizes the Chicago packing industry that requires that the beef carcasses be Shorthorn carcasses. This discrimination is based on long experience and a recognition of the quality of Shorthorn beef.

There is a feature in which the Shorthorn has always found favor. That is the tendency to put on weight and flesh of the best quality. Only recently



Probably the Best Known Shorthorn Herd in America, Anoka Farms, Wisconsin, Established Prior to 1870



# CLOVERLAND MAGAZINE

a load of Shorthorn steers went onto the Omaha market showing the heaviest weights received at that market for a twelve-month period, and only exceeded by a load from the same herd the year before. This recent shipment averaged in weight 1,684 pounds and had the quality to command the top of the market, \$16.25 per hundred weight. With this excess of weight, combined with the quality that commands the high price of the market, the Shorthorn has a double advantage.

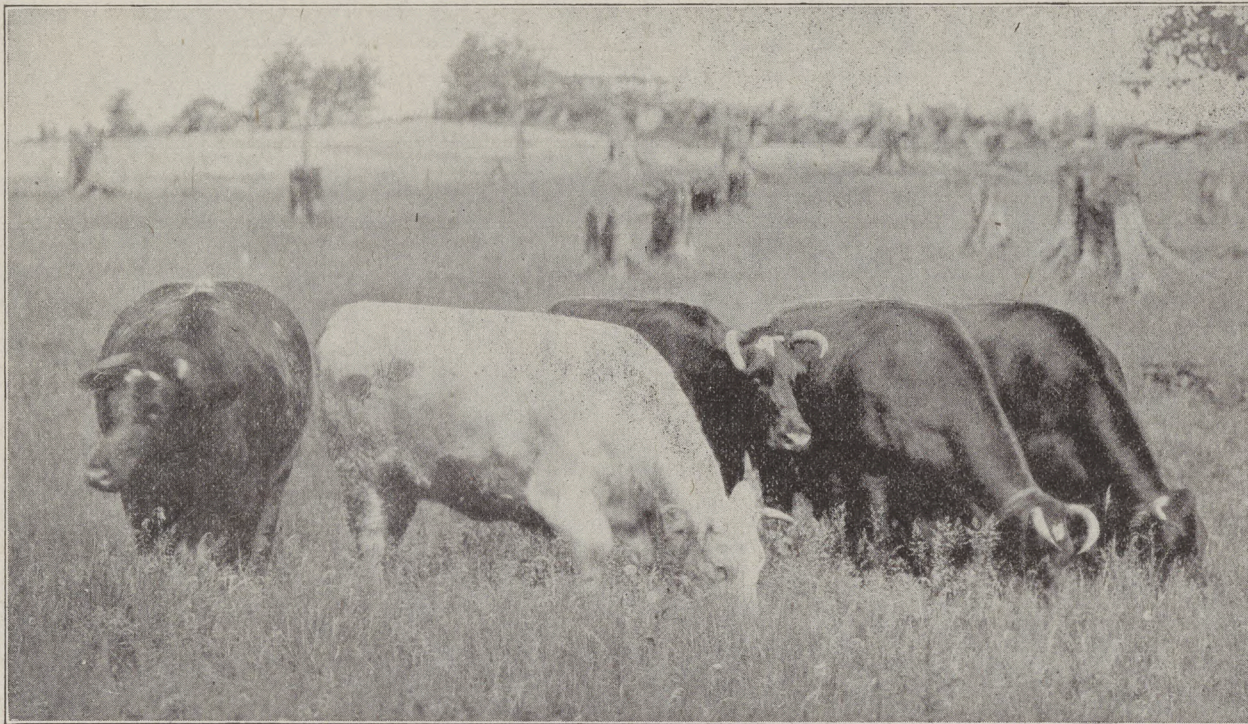
The year's record, at this writing, on the Chicago market, is that of a bunch of Shorthorn yearling steers having the remarkable weight of 1,076 pounds, selling for 17.25 per hundred weight.

Over in Michigan, at Tawas City, C. H. Prescott & Sons, gentlemen of much enterprise, carry on an extensive live stock business on stump lands. They maintain along with this extensive business a herd of pure-bred registered Shorthorns and the representatives which they have sent down to the International at Chicago, and the National Shorthorn Congress, have entered into competition with the best the breed sent forward, from both the United States and Canada, and have been singularly successful in carrying off the most coveted prizes. Then, when their representatives were exposed for sale in the auctions in connection with both these great events, the breeders of other sections have paid long prices for those Michigan "cut-over" land products. Prescott & Sons have had the good judgment to put in a foundation that represented a high standard and as a result of the prevailing conditions have been able to improve upon this foundation.

The best known Shorthorn herd, probably, in North America, the Anoka herd, has been established in Wisconsin since far back in the 70's, following the wake of the lumbermen.

Macmillan & Macmillan, Lodi, Wisconsin, maintain one of the outstanding herds of Shorthorns of the country, as do Reynolds Brothers and Herr Brothers, also of Lodi.

In the "cut-over" country of Minnesota, the Meadow Lawn herd, at St. Cloud has been known internationally for many years and various other high-class herds are established throughout the Minnesota country. Perhaps your readers will be interested in knowing that in Michigan, Minnesota and Wisconsin there are today over 4,800 breeders of pure-bred registered Shorthorns. A suggestion of the advance the breed is making in your country.



Prescott & Sons, Tawas City, Mich., Have Raised Many Prize Winners at International and National Shows. They Pasture on Cut-over Land, as Shown in the Picture. The Cover for This Number of Cloverland Magazine Was Made from a Picture Taken on This Great Live Stock Farm.

It is something more than a coincidence that Shorthorns have taken their place in this grassy country. It is a result, in part, of the previous acquaintance which those who operate the land have of the merits of this resourceful breed, and recognizing these merits, it was but natural that the

Shorthorn should come early to play its useful, prosperous part in the development of this country. Not every man has employed Shorthorns, for there are those who were trained in dairying where strictly dairy herds have been employed and others, for one reason or another, have pinned

in one Shorthorn steer weighing 1,740 pounds, a weight little less than phenomenal, considering that he was range-bred and grass-fed.

Out in California, last year, the Pacheco Ranch marketed 150 three-year-old steers, strictly grass-fed for they had never tasted grain nor hay, except that at weaning time hay was provided until the calves would go quietly to the pastures without their dams. These 150 steers averaged in weight 1,515 pounds and sold for the highest price that any considerable shipment brought last year in that state. They were taken by the Eastern trade. They grazed winter and summer on the rolling hills that border the Santa Clara Valley.

These results are obtained because worthy Shorthorn bulls have been used. It is related that a corn belt feeder approached a cattleman in Florida, where the feeder was recreating a few years ago, and informed him that he would like to buy several carloads of 3-year-old steers that would weigh around 900 pounds. The Florida native squinted his eye for an instant and replied, "About the nearest I could come to that would be a few carloads of 9-year-olds that would weigh about 300 pounds."

This incident indicates a lack of the use of improved blood among the native cattle down in Florida. Be it said to the credit of the Florida stock men that there is now a well-defined effort being made to establish herds of improved types and to encourage among the small plantation owners the use of pure-bred sires. The Shorthorn has played its part in that country and all through the South also.

Those who are familiar with the natural advantages possessed in the grass-

(Continued on p. 44)



Shorthorns on the MacMillan & MacMillan Meadow View Farm, Lodi, Wis.



A Part of the Meadow Lawn Farm, St. Cloud, Minn., the Property of Leslie Smith & Sons



# CLOVERLAND MAGAZINE

## Door County—the Cherry Land of Wisconsin

**D**OOR County, Wisconsin, "The California of the North," has become in the last decade the largest and most promising fruit region of the entire state. The Cherryland of Wisconsin is always brought to mind whenever Sturgeon Bay or Door County is mentioned.

The Door Peninsula is a narrow strip of land eighteen miles at the base and tapering to four miles at the extreme end that juts out into Lake Michigan from the mainland and separates Green bay from the lake. The jagged shore of the peninsula along Green bay rivals the rock-bound coast of Maine for scenic beauty and attractiveness. As a result the county has become noted for two things: the largest summer resort section of the state and the home of the greatest cherry orchards in the country.

Door County is specially suited to fruit growing for two reasons: Soil and climate.

The presence of large quantities of lime in the soil, the peninsula being underlaid with Niagara limestone, gives just the elements needed to produce perfect, highly colored fruit of good flavor and excellent keeping qualities.

In the spring the close proximity of the waters of Lake Michigan and Green bay modify the climate and retard the development of the buds, thus preventing the trees from blossoming until danger from late frosts is past. In the spring of 1910 when a late frost almost completely destroyed the fruit crop throughout the middle west and even far south there was no damage from frost in Door County and a full crop of fruit was raised.

In the fall of the year the presence of these large bodies of water also tempers the air keeping frosts away until late in the season, giving the trees plenty of time to mature the new growth and form fruit buds for the next season's fruiting.

In no other part of Wisconsin, and in fact in few parts of the country do the climatic and soil conditions exist in such perfection for fruit growing.

It is worthy of note that the average growing season of Door County is about 160 days and is longer by sixteen days than the famous Valley of North Yakima, Washington. The growing season in Door County extends from about May 1 to Oct. 10. The mean annual temperature of Door County is 43 degrees, which is four degrees cooler in summer, and in winter four degrees warmer than inland points, two degrees less than Milwaukee, four degrees less than Rochester, N. Y., five degrees less than Montrose, Colo., seven degrees less than North Yakima, Wash., ten degrees less than Roseburg, Ore., in the famous Umpqua Valley.

Door County winters are mild (22 degrees), somewhat moister than elsewhere in the state, resembling winters of the coast of Maine, or Eastern Michigan; the springs (42 degrees) are retarded and cool, like those along the coast of New England and British Columbia; the summers (67 degrees) are mild and pleasant, averaging over (2 degrees less) than the Wisconsin or the Rock River Valleys and (4 degrees cooler) than the Mississippi Valley; while the autumns (50 degrees) are warmer than further west, the temperature being about the same as that

By **RAY J. SCHUKNECHT**, Secretary, Sturgeon Bay Commercial Club



2,500 Cherry Pickers Were Employed to Harvest the Door County Crop This Year

of Eastern Massachusetts, the Hudson Valley or the Lake Ontario shore of New York.

Although the first cherry orchards were planted as early as 1896 the cherry growing industry was not put on a commercial basis until 1910 when the first large orchard was planted. In that year a number of stock companies were organized and several hundred acres were planted to cherry trees. Interest in the cherry industry was aroused and the next spring over 1,000 acres were planted. Cherry culture had become an established industry, and by the close of 1912 Door County had approximately 3,500 acres of cherry trees.

Although phenomenal yields are not the rule in Door County they are not exceptional. During the last year nineteen trees fifteen years old produced 104 crates of cherries. Nine and ten year old trees very often produce between six and six and one-half sixteen quart crates of fruit. An eighteen year old tree produces as high as ten and fourteen crates of cherries. The following table shows the production of a seven acre tract of trees eleven years old in 1915, owned by D. E. Bingham of Sturgeon Bay:

1915	1,400	crates
1916	1,600	"
1917	3,300	"
1918	1,400	"
1919	2,300	"
1920	2,000	"

Twelve thousand crates is the total for 700 trees in six consecutive years. The decrease in 1918 was due to the sharp cold the previous winter, when the weather changed almost in a week from mild autumn to extreme winter. Due to the change the fruit buds were damaged and the trees did not maintain their normal wood growth, but with vigorous pruning and other improved methods the trees are withstanding far greater extremes of cold than formerly.

The results of Wallace Lawrence with an eleven-acre orchard are shown in the following figures:

1918	1,800	crates
1919	2,350	crates
1920	2,400	crates

Of the total orchard three acres have trees 24 years old and the eight acres contain trees ranging from ten to sixteen years old. There are approximately 1,100 trees in the entire field.

Practically the entire cherry crop is handled by the Door County Fruit growers' Union, an organization formed for the purpose of preventing competitive buying and selling between the fruit growers and the commission men. The fruit organization this year handled 186,037 sixteen-quart crates of cherries.

Only two varieties of cherries are grown in Door County: Early Richmonds and Montmorencies. There were 81,655 cases of Early Richmonds

and 104,382 cases of Montmorencies picked this year. The total crop is short by about 20,000 cases of the yield of 1919. There were 49,125 cases shipped fresh and 136,912 cases handled by the canning factory.

The canning factory runs practically day and night when the season is on. All fruit put up by the cannery is pitted. A continuous belt system saves a great deal of labor, the cans being taken from the freight car, washed, run through the plant, filled and steamed, and run into the warehouse without having been touched by a single hand. This permits

intensive production as shown by the handling of 177 tons or 30 carloads of fruit in one day of eighteen hours, the largest day's run of the season.

The canning factory turned out 1,286,688 No. 2 cans and 304,536 No. 10 cans. The No. 2 can weighs 14 ounces and the No. 10 can weighs six pounds. According to the accepted weight per case as standard, the total cherry crop was 2,790 tons. A graphic illustration of all No. 2 cans setting side by side would show a line 72 miles long.

The Door County peninsula has another advantage in being close to Chicago, Milwaukee, Minneapolis, St. Paul and other large cities of the Central West, which provide a market for the fresh fruit that is shipped annually. The canned fruit is marketed in more than half the states of the Union, about 50 per cent of the total output going to the southwestern states of Oklahoma, Arkansas and Kansas.

The cherry crop will bring to the growers over \$600,000 this year. The net returns will be about \$2.50 per case.

One of the dangers confronting every fruit section is that when the fruit is ripe there will be no one to pick it. Sturgeon Bay is fortunate in being the only large fruit region in Wisconsin. To harvest the enormous crop of cherries of Door County a miniature army of pickers is needed. A large percentage of the pickers are engaged by the Cherry Harvesters' Association.

A flat price of 2½ cents per quart was established with the following bonuses: For 60 quarts a day 15 cents; for 75 quarts 25 cents; for 100 quarts 50 cents; for 125 quarts 65 cents; for 150 quarts 75 cents; for 175 quarts 85 cents; and for 200 quarts a bonus of \$1.00. An average of over 75 quarts was maintained and the record pick for one day was around 225 quarts. Besides having a good summer vacation the boys and girls are able to make some money.

Approximately 2,500 pickers were brought into Door County for the 1920 season. Of this number 700 were boys in Y. M. C. A. camps brought from Milwaukee and from every city in the Fox River Valley. One camp of 125 pickers was composed of college girls and school teachers who gathered the crop of the Peninsula Fruit Farm. The Oneida Indian Reservation sends a camp of 100 each year to help harvest the cherries of the Co-operative Orchard Company. The schools of Milwaukee sent a delegation of several hundred boys to do the picking for the Sturgeon Bay Fruit Company. It is



A Door County Orchard in Blossom

(Continued on page 46)



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The Dairy Demonstration



The Sheep Demonstration

## U. P. "Round-up" of Cloverland Farmers

By HENRY A. PERRY

**B**ETTER farm methods, better crops, better live stock, will be the outcome of the Farmers' Round-up at the Upper Peninsula Experiment Station, at Chatham, Michigan, August 11 and 12.

This is a far reaching declaration but it is warranted by the size of the crowds that visited the station on these days, and more particularly by the intense interest shown by several thousand people in all phases of the work done at the station. And still greater assurance that the big Round-up will accomplish definite results in all departments of the farm, especially in better live stock, may be found in the activity of the boys of Cloverland in agriculture and live stock production, which was so strongly reflected by the hundred club members camped on the grounds for three days and the part they took in study and live stock judging.

In the number of visitors present the Round-up was the biggest agricultural affair ever held in the Upper Peninsula of Michigan. More than 3,000 farmers and their families attended the demonstrations on the second day of the picnic, enjoyed the big barbecue dinner provided by Alger county, and listened to the best program of speaking that was ever arranged for a gathering of farmers in northern Michigan. Considering that a cold rain accompanied day-break and continued nearly all forenoon, the attendance was remarkable. Had the weather been inviting, it is conceded that the attendance would have been around 5,000.

In its relation to better farming, the picnic was the most important of any ever held in the entire state of Michigan, because the results will be more far-reaching in the development of a great agricultural territory that has laid almost dormant than any demonstration could hope to accomplish in a region requiring less development efforts.

A new era in the Upper Peninsula of Michigan dawned with this Round-up. The conduct of farm boys and girls within the next year, and in years to come will vouch for it. Select one hundred red-blooded, ambitious farmer boys from the fifteen counties of Upper Michigan who have been taking such keen interest in club work that they have commanded the attention of their neighborhood, give them a chance to grasp the full significance of better agriculture and better live stock, permit them to hear experts on these subjects and witness demonstrations, and then hold out an opportunity to actually take part in a live stock judging contest with young pure bred stock for prizes, and there is the making of one hundred highly successful farmers. Their efforts and activities will be copied by other boys, their knowledge will be

imparted to others while it is applied in their own behalf, and many fathers will receive inspiration from their sons to go in for better farming and better live stock.

Dean Shaw, of Michigan Agricultural College, is a believer in boys, and he has a great champion of his belief in D. L. McMillan, superintendent of the Upper Peninsula Experi-

ment Station, who planned this elaborate boys' camp and program at the Round-up. And the men at the station, the county agents, the club leaders, all have shown similar interest in the boys of Cloverland. The Round-up could almost be termed a "boy affair," on account of the wide-spread interest in their live stock judging contest in advance of the picnic and

the close attention given it by most of the crowd on the grounds.

The judging teams that competed in the contest have been months, and perhaps two or three years in the making. The rounding out process for the contest required tireless energy and effort on the part of county agents and club leaders. But the work will pay big dividends, the biggest dividends of any investment of state money and expert advice ever made in the Upper Peninsula.

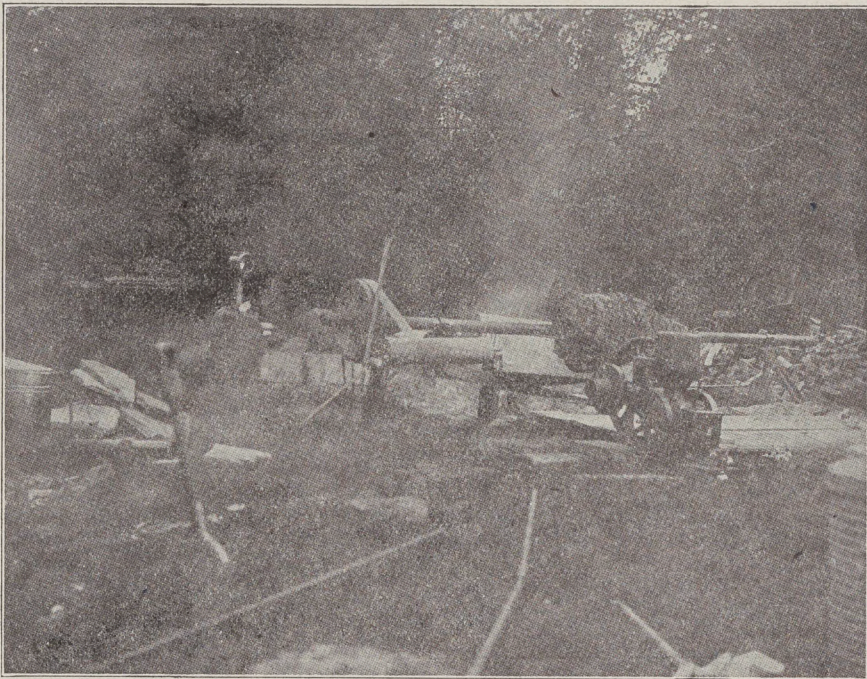
And what is said of the boys of Cloverland may also be said of the girls of Cloverland, for they were at the Round-up too, and took an interest in household economics and instructions equal to that of the boys in out-door farm life.

Alger county, which has the honor of claiming the experiment station, asked permission to be host at a barbecue dinner on the last day of the picnic. Permission was granted, and this is how Alger county entertained:

First, the services of J. D. Deagon, chef at the Northern Michigan penitentiary at Marquette, and famed for his barbecues at big picnics and outdoor gatherings, were obtained. With Mr. Deagon came Ray Brotherton, styled as a "barbecue engineer," because of the many devices he has built to scientifically cook large portions out of doors and roast whole beef carcasses. One of his inventions is a mechanical roaster, modern in the extreme but doing an ox to a more delicious, juicy brown than the "good old-fashion way." This device consists of a long heavy eight-inch pipe, thrust through the ox lengthwise, and mounted at each end on a mine drill tripod. A gasoline engine is then geared to one end of the pipe, with pulleys and belt, so adjusted that as the engine runs the pipe will turn at any speed required. This keeps the ox slowly revolving over the fire. Mr. Brotherton has found that about five revolutions a minute over a good hot pit obtains the best results, toasting the outer meat to a crisp brown and sealing in all the meat juices. The engine keeps the ox slowly revolving night and day, until it is done.

No better outdoor banquet was ever served than that prepared by Chef Deagon. More than fifty women and a corps of girls were ready to serve when dinner was announced, and the large crowd was handled with the dispatch of a well organized catering establishment.

Several long serving tables were provided, each with a supply of the good things to eat. Guests were first given a maple wood plate, knife, fork, spoon and tin cup, and then marched in single file along the serving table, each receiving a liberal cut of the roast ox, a big portion of mashed potatoes, baked pork and beans, an ear of green corn, all the buttered buns requested, and a cup of coffee with



New Power Device That Revolves the Whole Ox Over the Hot Pit at the Rate of Five Revolutions a Minute.



More Than 400 Automobiles Were Closely Parked in This Manner



# CLOVERLAND MAGAZINE

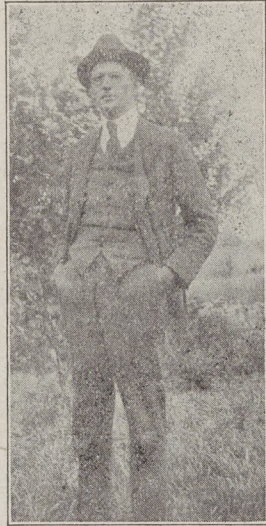
cream and sugar. Ice cream was served for dessert.

The dinner gave a fairly accurate estimate of the size of the crowd. The 2,500 knives, forks and spoons were all given out, and more than half of this number had to be washed before all the guests were served. On this basis more than 3,000 persons ate dinner in the grove at the station, and several groups were eating lunch brought from home. As no one would use more than one knife, fork and spoon at a picnic dinner, there is no questioning the estimate that more than 3,000 persons attended the Round-up, and in all probability the number was nearer 3,500.

The first day of the Round-up was given over to conferences of county agents and instructors from Michigan Agricultural College Club leaders, home demonstration agents, members of the State Board of Agriculture and extension workers. About 400 farmers, specially interested in work at the station, spent the day visiting the experiment plots and viewing the live stock. The inspection of live stock and field crops was directed by Superintendent McMillan; experimental plots, by G. W. Putnam, crops experimenter; potato plots, by J. E. Kotila, potato disease specialist.

In the afternoon a meeting for county agents and farmers was held in the town hall at Chatham, adjoining the station. J. W. Weston, county agent leader in the Upper Peninsula, opened the discussion with an address on "Features of work in the Upper Peninsula regarding station and extension." Following were the subjects discussed: "Experience of County Farm Bureau Organization Work," Irving Kirshman and E. L. Kunzie; "Co-operative Marketing in Iron County," D. C. Long; "Main Problems of the State Farm Bureau in Marquette County," L. R. Walker; "Main Problems of the State Farm Bureau in Delta County," B. P. Pattison; "Problems of the State Farm Bureau in Our County," C. E. Gunderson, C. P. Johnson and R. H. Cameron; "County Potato Organization on County-wide Basis," C. P. Pressley, Karl H. Miller and L. V. Benjamin; "Educational and Financial Program on a Basis of Farm Bureau Organization," Dr. Eben Mumford; "The County Agent and the Farm Bureau," Director R. J. Baldwin.

The members of the boys clubs were assembled and assigned quarters in the forenoon, and from 1:30 p. m. till 4 p. m., they were given instructions in live stock judging, J. A. Waldron, of M. A. C., acting as instructor in dairy cattle, and George A. Brown, of M. A. C., as instructor in sheep and hogs. From 4 till 6 the boys were conducted through the experimental plots and station buildings, by Mr. Putnam and Mr. Weston. In the evening the boys enjoyed a



C. E. Gunderson



Luther Olson Leonard Nylund  
Carl Johnson



Carl Johnson

The County Agent of Gogebic County and His Prize-winning Team. The Three Boys Were Given a Free Trip to the Michigan State Fair, and Carl Johnson Won the \$200 Pure Bred Holstein Heifer Calf, in the Live Stock Judging Contest.

"weenie roast" and various club stunts under direction of R. A. Turner, state club leader. Dean Shaw also talked to the boys on the possibilities of agriculture in the Upper Peninsula.

test which was to occupy most of the forenoon.

Automobiles commenced to arrive at the station before 8 o'clock, and from that hour on till afternoon, there was almost a constant stream of cars

to the winner in the dairy cow judging contest, a pure bred Hampshire ewe lambs to the winner of the sheep judging contest, and a pure bred Duroc-Jersey sow pig to the winner in the hog-judging contest. The prizes aggregated more than \$300 in value.

There were thirteen counties of the fifteen in Upper Michigan represented by the boys' clubs, and nine of these counties entered judging teams of three boys each. All members were required to judge all three classes of stock, and the team scoring the highest average in all three classes was given a trip to the Michigan State Fair, all expenses paid, and also qualifications for entering the boys' judging contest at the State Fair.

Carl Johnson, of Gogebic County, won first prize in the dairy judging contest, receiving the Holstein heifer calf.

Lawrence McNamara, of Alger County, won first prize in the sheep judging contest, receiving the pure bred Hampshire ewe lamb.

Clarence Jarvinen, of Baraga county, won first prize in the hog judging contest, receiving the pure bred Duroc-Jersey pig.

The Gogebic county team, composed of Carl Johnson, Leonard Nylund and Luther Olson, won first place in team judging, and were given the trip to the Michigan State Fair, with the privilege of entering the big state contest at Detroit.

The Alger county team, composed of James McMillan, Lawrence McNamara and Werner Dunquist, won second place in team judging, giving the winners of first place a close contest.

Dairy demonstrations were conducted by J. A. Waldron, assisted by the station herdsman, Leonard Braamse, and county agents.

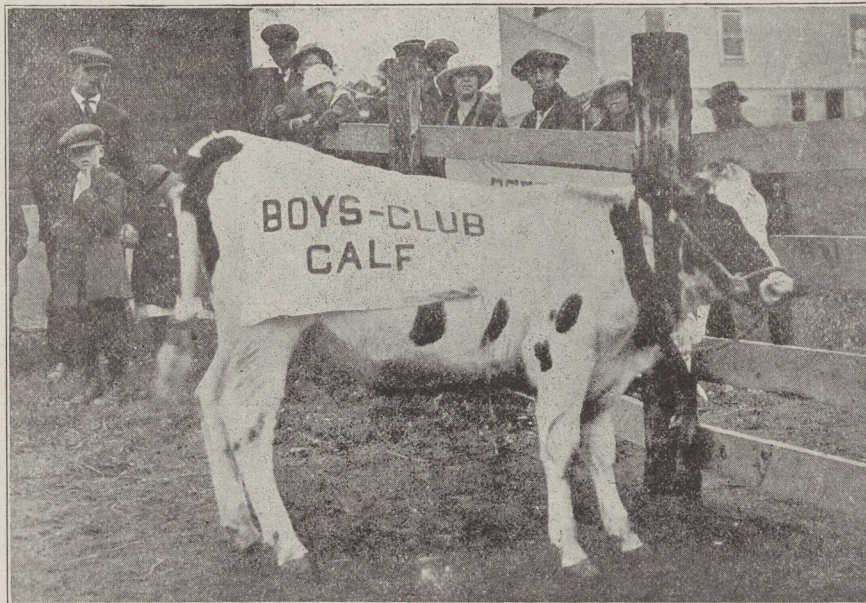
Experiment plot demonstrations were under the direction of G. W. Putnam, crops experimenter at the station, and sheep and hog demonstrations were conducted by Prof. George Brown, assisted by Clarence Peck, the station shepherd.

All of the demonstrations were very popular with the farmers and were highly instructive.

The afternoon program opened with a demonstration in boys' handicraft work by the McMillan team of Luce county. R. A. Turner, state club leader, delivered a short address, and Superintendent McMillan presented the prizes to the winners in the live stock judging contest. The boys were then released to spend the afternoon enjoying athletic sports.

The speaking program was the strongest ever arranged for an agricultural meeting in Cloverland. Hon. I. T. Waterbury delivered an address on "Michigan and the Agricultural College;" Hon. Jasen Woodman, mem-

(Continued on page 45)



The Grand Prize of the Contest, a Grand-daughter of Dutchess Skylark Ormsby. One of the Highest Producers of Her Breed.

The M. A. C. Alumni Association held a meeting the same evening, a banquet paving the way for a splendid program and reunion.

The second day, the big day of the Round-up, was ushered in with a cold rain, but enthusiasm was not lacking. The boys were up at 6 o'clock, ate breakfast at 7:30, and were keenly alive to the live stock judging con-

ting into the grounds. The cars numbered over 300 at noon, and then the count was lost by the parking directors in the scramble of automobiles to find parking space.

Promptly at 9 o'clock the boys lined up for the contest, commanding almost the exclusive interest of everybody on the grounds, for a \$200 pure bred Holstein heifer calf was to go



Visiting the Demonstration Plots



The Club Members Camp at the Station



# CLOVERLAND MAGAZINE



Hay Field on the Emmons Farm, a Dependable and Profitable Crop.

"I WOULDN'T live there for the best man on earth," was the first thing Mrs. M. O. Emmons said when the little old Ford pulled up to the spot where a new home was being built on a new farm in a new country. The Emmons family had just come from Iowa, and the wildness of Upper Wisconsin was too much for her. It takes a strong pioneering instinct to make one leave a comfortable home and friends to blaze the trails in a new country and establish a home in an unsettled community. But that was three years ago, and things move fast in a new community.

However, I had plenty of the qualities of a pioneer, for I came to Upper Wisconsin when we had to drive across country to my land over logging roads, impassable in a car. I purchased the first land I ever owned, and I have taken part in the transformation of my community from a wild, unsettled forest to a well-settled and progressive farming community.

In asking me to write of the tremendous success I have made in three years on a Rusk County farm you should have said *tremendous effort* rather than success, for my success lies rather in the future than the present.

As my past, present and future are all related and either could not be without the other, I am going to start out with a brief outline of what happened before I came to Upper Wisconsin.

I was born on my father's homestead in Kossuth County, Iowa, about forty years ago. My father died when I was about seven years old and the old home was sold for a song. I have witnessed Iowa land advance from that stage to the present average prices of from \$200 to \$400 per acre. At eleven I began to shift for myself, and worked out for farmers, going to school during the succeeding five winters. When I became twenty-one I tried farming for myself on a rented farm. Fifteen years ago I was \$3,000 worse off than nothing. I farmed for three years at Algoma, Iowa, on Senator Adams' farm, and raised pure-bred Poland-China hogs and Scotch Shorthorn cattle.

My first year on this farm we had nothing fit to show at the county fair, but the second year I took ten head of Shorthorns to the Kossuth County Fair and won six first and four second prizes, as well as sweepstakes on the bull, cow and Shorthorn herd. Besides this I got the purple on the best beef herd with a class of six head, competing with herds of Herefords, Poled-Angus and Red Poles.

The following year I exhibited eight head and took every premium I contested for and beat the highest priced old cattle of the herd, including a richly bred bull from the Frank Harding herd of Waukesha, with young cattle of my own raising.

Notwithstanding my success as a farmer I decided to leave this farm because the idea of building up a farm for someone else didn't appeal to me. I went into the feed and seed business

in Algoma under the name of The Iowa Protein Feed Company. This was ten years ago, and it was at my store that the men who are now the world's most famous pure-bred hog breeders gathered to discuss their feeding problems. They bought their first bags of tankage and other protein feeds of me and fed them according to my directions. Starting in a community where tankage was practically unknown, my business developed to such an extent that my sales were double that of any other country dealer in the United States on the brand of tankage that I handled.

It was while in this business that I first became interested in Upper Wisconsin. A representative of the Northwestern Lumber Company of Stanley called on me at my store and interested me in cut-over land in Upper Wisconsin to such an extent that I took

The family arrived when the house was about half up.

We next built a shed barn 18 by 24, dug a well eight feet deep, and cleared two acres for a garden and potato patch.

The next year I put a woven wire fence around the house and barnyard. We drilled a well 65 feet deep and got the best of water, and then set out to fence 600 acres. I had bought two more 80-acre tracts, paying an invisible dollar down and giving notes for the balance. Later I bought two more eighties in the same way, which with my original 360 and the over-run at the correction line, gave me about 700 acres all in one tract. The whole 700 acres was gently rolling and perfectly drained. It is the only piece of land of that size that I ever saw that does not take water from anybody else's land. It is in the heart of one of the most fertile spots in all of Upper Wisconsin and the land surrounding it is now being opened up for settlement by a colonizing company.

The natural drainage system I believe is worth more than what I now owe on the land, or \$30 an acre. I

full of money through lack of attention to my hogs. I had a pure-bred boar and four pure-bred sows. They raised 25 of the finest pigs I ever saw. During my illness the young man I had on the farm with me left, and the farm was left in the hands of an old man without much ability. When the pigs got out into the garden he penned them up instead of fixing the fence and letting them run in the clover. When I got out they were in pitiable condition. I turned them out into clover up to their ears, but the damage had been done, and though they got a good start by the time cold weather came, they never made anything to speak of. The whole lot sold for 18 cents per pound, dressed.

I now have three big horses, two cows, a couple of high grade heifer calves and a pure-bred Jersey bull and heifer as a start for a pure-bred dairy herd. I also have 23 sheep, four Angora goats and a half dozen pigs. Besides pasturing this stock I took in 156 head of big three-year-old steers two months ago, and they are doing fine to date. Think of it! Two hundred head of grown stock—most of it big cows, horses and steers, pasturing on land I never cut a brush from nor cleared in any way except to burn in the spring and scatter grass seed mixtures broadcast after the fires.

We never feed our work horses anything but pasture from May 1st until winter sets in, and they do the work of the farm, and some hauling, and keep in good shape.

I expect to brush out the largest brush in this 600-acre pasture, but will not stump it nor log it up immediately for I expect the wood to pay for removing itself. The stumps, being hardwood, are a small problem to remove.

My method of handling the land I clear to mow is this: I first cut and pile the brush, piling it behind the stumps so as to burn out what we can that way. Then I pull all the old down logs into a pile and burn them. Those stumps which I can't pull out with a team, I blast, then pile and burn. I use no stump puller nor piler, because those stumps big enough to need these heavy tools in this country are too big to burn well, so we give them a dose of dynamite that splits them up and makes them fine enough to burn. After the wood is removed we plow the cradle knolls, both lengthwise and crosswise, then spring tooth the whole field until smooth enough to run a mower over. Then we seed it and spring tooth it again and level with a leveling drag. We pick off the stone and leave the grubs to rot out. They will rot in two years and the land can

(Continued on page 36)



It Was This Sign That First Attracted This Iowan's Attention, Revealing to Him a Successful Future. This Sign Now Reads "19 Years".

an agency from the company to sell their lands. Two years later, W. E. Thompson, of the Flambeau River Lumber Company at Ladysmith, Wisconsin, wrote me, asking that I come up and inspect a new tract of cut-over land that he proposed to open up for settlement. Mr. Thompson was an old friend, formerly of Kossuth County, and I responded to his request. So, four years ago, I made a trip to Rusk County and found what I considered to be the best piece of land in the north end of Wisconsin.

I had very little cash and not much of anything else except determination, but I bought 360 acres on a thin shoe-string payment. Despite the protests of my wife and two daughters, I moved up the following spring, for I thought I saw a real opportunity for success.

I came up ahead of the family to prepare a home for them. A road had been built since my first trip. We left the team in the road and went in to burn out a patch for the buildings. We pulled the first load of lumber onto the farm, which was six miles from town, and got up a small temporary frame shelter the first day. We made a bed on the floor and warmed up some coffee on an open fire outside. The next morning when we got up there was four inches of cold, wet snow on the ground. The team that was to bring the second load of lumber, the stove and supplies didn't show up. We waited two days for them and then walked into town after them.

I built a neat frame house 18 by 24 with 12-foot posts. We put a good sized dormer in the roof and built a lean-to addition 12 by 24 to be used for storge, work room and auto shed

paid on the average of \$20 an acre and borrowed \$10 an acre more to improve with, so I owe \$21,000 on it. This is, conservatively speaking, 50 per cent of its present selling value.

As fast as I can, I borrow money to improve with. I now have deeds to all of my land and \$2,000 from loans with which to improve this summer. I have set aside an additional \$600 to pay the first year's interest on my last \$10,000 loan. The first loan I got was for \$6,300. This was made on three 80-acre tracts which I bought for \$4,100, so you see, I borrowed \$2,200 more than I paid for them. A good part of the surplus went right back into improvements on the land in the shape of more clearing.

When my present operations are completed I will have 100 acres cleared and 80 acres more brushed and burned. Right here I want to acknowledge the spirit of co-operation with which I was met by the bankers. To Mr. L. C. Streator, of the Rusk County Bank, is due all the praise merited by a banker with foresight and courage.

On August 1st of last year, I was unfortunate enough to be taken sick with pleurisy and for two months was confined to my bed. During that time I lost a hat



A Corn Crop That Makes the Owner Think of Texas



# CLOVERLAND MAGAZINE

## Field Crops in Northern Minnesota

By O. I. BERGH, Superintendent, North Central Minnesota Experiment Station

**I**N THE report from this station we have endeavored to present information bearing on the numerous experimental projects carried on at this station in as brief and concise a form as possible, eliminating a large amount of detail that it seemed unnecessary to include in so general a report. The reader should bear in mind that most of the projects reported on will be continued, therefore data here given should not be considered as final or conclusive.

The report is broadly a summary of the work of five years from 1915 to 1919, inclusive, covering the period that the writer has been in charge of the work. As the work in the various projects is completed, special reports will be published in which it will describe more in detail and the results discussed more fully.

An observation station of the United States Weather Bureau is located here. The average mean temperature for the three winter months for the five-year period was 6.50 degrees; for the three spring months, 37.7 degrees; for the three summer months, 64.50 degrees, and for the three fall months, 39.30 degrees. The average yearly mean temperature for the five-year period was 37.10 degrees.

The seasonal temperatures have a wide range. The lowest was 47 degrees below zero, in January, 1915, and the highest 102 degrees above zero, in July, 1917. Although the winter temperatures drop very low, the weather is not so unbearable as it may seem, as the low temperatures usually occur in still, dry weather. The summer is marked by cool nights and warm days.

The ground is usually covered with snow from the middle of November to the latter part of March or the first of April. Field work usually begins in April. In 1915 the first grain planting was done April 16; in 1916, May 3; in 1917, May 4; in 1918, April 5, and in 1919, April 19.

The five-year average annual precipitation was 22.57 inches. It should be noted, however, that 1917 and 1918 were years of unusually low precipitation (14.71 and 20.78 inches, respectively), causing the five-year average to be lower than the average for a longer period, which is borne out by the records of the United States weather station, at Pokegama Falls, five miles west, where the average annual precipitation for a period of thirty-three years is 27.38 inches. It should be noted also that the greater part of the precipitation occurs during the growing season.

The work with grains, legumes, and grasses includes variety testing, time of planting, rate of planting, and production of pedigreed seeds for distribution. Breeding work is being carried on with corn and clover.

The production of pedigreed seeds is carried on in co-operation with the Central station, at St. Paul, and the substations at Crookston, Duluth, Morris and Waseca, as well as with farmers throughout the state who desire to join in the work.

Table 1 gives the results from the variety tests of spring wheat, 1915 to 1918, inclusive. The results for 1919 are given separately (Table 2), as several of the varieties grown in the previous years were dropped and new varieties added in order to harmonize

with and supplement similar work at the other stations.

The very poor yields in 1916 and 1919 were due to black stem rust.

Yields of the different varieties for those two years give a very fair indication of relative rust resistance. It will be noted that some of the durum wheats show a stronger resistance to rust than either the fifes, bluestems, or bearded springs, while other durums are very susceptible to this disease. Among the latter, Prelude, a very early short-strawed variety, surpasses the fifes and also the bluestems in hardiness. This can be recommended as one of the best hard spring wheats for this district on account of its quick growth and the short stiff straw which insures it against lodging on farms where a short rotation is practiced and where grain is to be planted as a nurse crop for grasses following potatoes or corn, and where the land has been heavily manured, as is usually the case on dairy

farms in this district. This variety cannot be recommended where grain is grown continuously or in a long rotation, or for any region where the average annual rainfall is less than 25 inches.

Tables 3 and 4 give the results from variety tests of oats. The yields obtained indicate that it is one of the best grain crops for this district for the production of feed, both grain and roughage, for live stock. Kherson and Iowa No. 103, both early varieties, give promise. Victory, Ligowa, Banner and Lincoln can also be recommended.

Barley ranks with oats as a grain crop for feed. As a rule the six-rowed varieties are heavier producers than the two-rowed varieties. Among the best six-rowed varieties are Minsturdy, Odessa, Manchuria, and Blue Ribbon. Austrian Hannah, Swedish Chevalier, and Svansota are good two-rowed varieties. So far we have been unable to find a hull-less variety giving a yield sufficiently large to recommend it in

preference to the best bearded varieties.

Variety tests with rye were started in 1919. The yields from the different varieties are given in Table 5. While one year's test is not sufficient on which to base a safe conclusion, the information obtained may be of some practical value to farmers of this district. Swedish No. 2 and Rosen showed no evidence of winter-killing. Abruzzes seems to be the least hardy of the winter varieties. Swedish No. 2 has a longer straw than any of the other varieties under test. Rosen has the shortest straw

among the winter varieties. Spring rye yielded only about one-third as much as the winter varieties and the grain was of much poorer quality. Rosen and Swedish No. 2 can be recommended as good varieties for this district.

The results from the rate of planting test indicate that six pecks per acre is the minimum amount of seed that can be recommended for both winter rye and winter wheat. Further tests will be necessary to determine whether a larger amount should be used. In 1919 six pecks per acre gave the maximum yields when the seeding was done between Aug. 20 and Sept. 1. If sown later, more seed is probably necessary for best results.

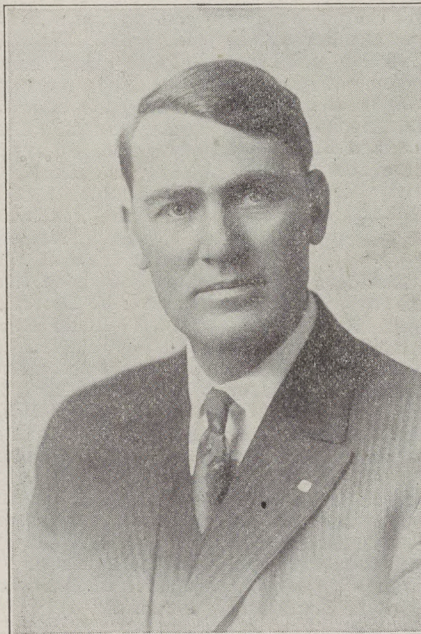
Field peas have been grown at this station for both grain and hay. A mixture of field peas and oats seeded at the rate of two bushels of peas and one bushel of oats per acre is one of the best paying annual crops for this district. In normal seasons the yield is between two and three tons of hay per acre. In nutritive value for dairy cows, this hay compares well with timothy and clover hay. Heavy soils are better adapted to field peas than light sandy soils, especially for the purpose of growing them for hay. Large crops of oats and peas hay have also been produced on the peat land when this has received the proper treatment. As an annual hay crop on peat land a mixture of oats and peas can be recommended. There is little danger of damage to this crop by summer frosts on such land. Table 6 gives the grain yield in bushels per acre of the varieties of field peas grown on mineral land.

Corn is grown mainly for silage. Other crops used for silage are the sunflower and the soy bean. A mixture of corn, sunflowers and soy beans in the proportion of three parts of corn and one part each of sunflowers and soy beans drilled in rows forty inches apart at the rate of twenty pounds of seed per acre has given very satisfactory results both in yield and in quality of silage. The varieties used are Minnesota No. 13 corn, Mammoth Russian sunflowers, and Chestnut and Early Black Wisconsin soy beans. Early Black Wisconsin soy bean is a small variety and appears to be too early for this purpose. A larger and later variety is more satisfactory.

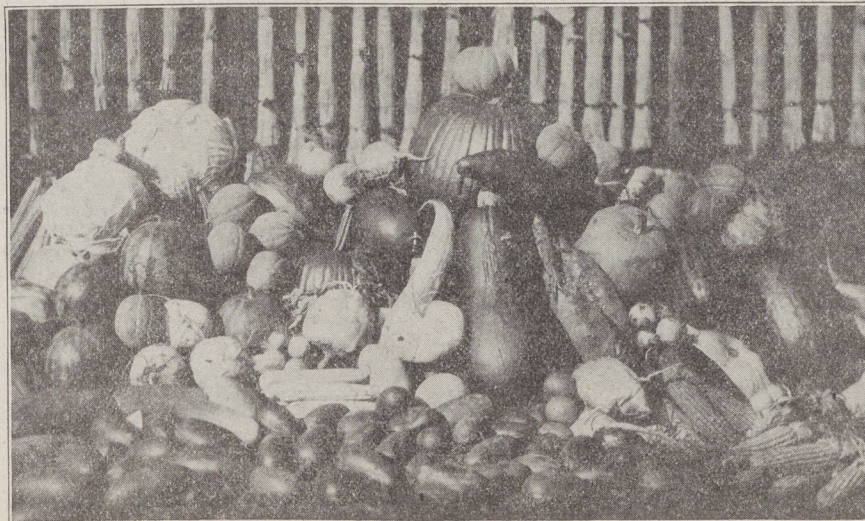
A breeding plot of Minnesota No. 13 corn has been maintained since 1915. The object has been to select for earliness and to reduce the number of rows of kernels on the ear in order to obtain ears of smaller diameter without sacrificing depth and shape of kernels. The results have been very encouraging and seed from



The Superintendent's Residence, North Central Experiment Station, Grand Rapids, Minn. Alfalfa in Foreground.



O. I. Bergh, Superintendent, North Central Minnesota Experiment Station.



Variety of Garden Produce Grown at the North Central Station

(Continued on page 27)



# CLOVERLAND MAGAZINE

## THE GARDEN "PENINSULA"

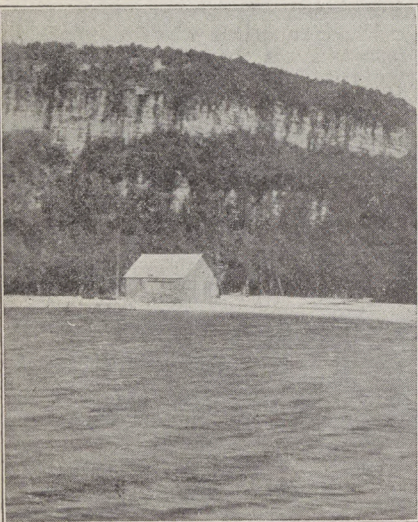
"WELL, gentlemen, we are at Fairport."

And so we were. Since mid-day we had been swimming along over the admirable highway which joins Lake Superior and Lake Michigan at the longitude of Marquette and Escanaba without any clear idea of whither we were going. When asked our objective, Moore had simply replied, "ham and eggs." We were glad to learn that at least we should not go hungry at our journey's end, and at last we arrived at Fairport and at "ham and eggs" all in one. Before us was the opalescent lake, flecked with islands remote and near. Behind us the undulating countryside, farm and forest covered. About us was the tiny fishing village of Fairport. We must learn the names of those islands and of these new friends who greeted us. We must get our position in time and space; for, although we were most of us life-long residents of Michigan, we had dropped into a corner of it wholly strange and unknown to us, and there was a great deal that called for explanation.

What is a vacation for but to spy out the land and to uncover some nook of it that hitherto had been outside one's ken? We went joyously to work, and these impressions, quickly gathered, are the net product of our cursory efforts. We were located on what is sometimes designated, the "Garden Peninsula," appropriately so designated because Garden is the principal town of the region and because of its actual and potential agricultural accomplishments. Here the limestone projects itself southward into Lake Michigan for many miles, terminating in Point Detour, and with large masses of it now separated from the mainland by water channels of varying depth, and known to mariners and the fishermen of the lake under such names as "Big Summer Island," "Little Summer Island," "St. Martin's Island," "Poverty Island," "Gull Island,"—each designation having some historical or descriptive significance. To those who go down to the sea in ships, they mean also a dangerous piece of coast, still marked with the hulks of destroyed vessels and still for a few carrying memories of precious human lives wiped out by wave and foul weather.

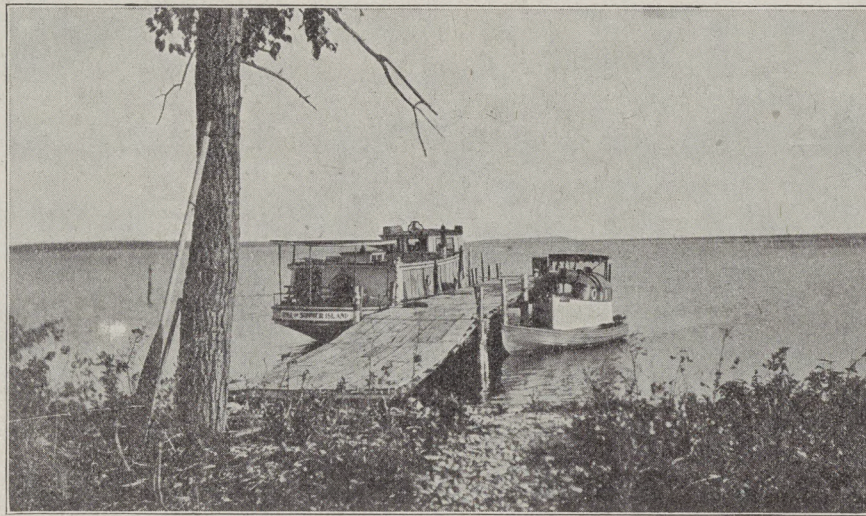
The Government is not unmindful of the perils of this coast and has established lighthouses on St. Martin's and Poverty islands, but it is many a mile to the nearest station of the coast guards, and were it not for the watchful fishermen of this piece of coast, the record of losses would be largely added to.

No one seems to know how far back the land about Point Detour became in-



Cliff Dock, Bluff 205 Feet High

By PROF. L. A. CHASE  
Head of Department of History, Northern Michigan State Normal School



Dock at Little Summer Island

habitated. Formerly the fishermen lived chiefly on one or another of the islands that cluster in its neighborhood. One still finds on St. Martin's their decadent dwellings and brush-touseled clearings, the school in which seventy-five pupils gathered fifty years ago with as much eagerness as their grand-children manifest today, and with the cemetery, marked by a few marble slabs and the simple personal record which each bears.

Eventually these islanders moved their families over to the mainland, where some remain—at Fairport, at Sac Bay, at Fayette, and other hamlets on the coast. The old island docks are deserted and dismantled by the heavy gales that harass the coast.

Within this rampart of islands which fill the gap between Point Detour, Michigan, and Deathdoor Bluff, Wisconsin, lies a sort of fresh-water Caribbean Sea, formed by Big Bay de Noc to the northeast, and Green Bay to the southwest. Here is much shoal water and occasional choppy seas, but after forty-nine years of comings and goings in all seasons and under all sorts of conditions, Captain Pat Casey of the fishing tug, *Isabell C.*, knows the lake floor as intimately as Ty Cobb knows the road around the diamond. It is well that he does, for on occasion he has to help out of their difficulties those whom storm or accident have put off their course and in jeopardy of ship and life. But fishing for shipwrecked sailors is only incidental business for Captain Casey and his associates. Fishing for lake trout, for whitefish, for herring, for perch, or chub, for sturgeon, bass, suckers, rainbow and brook trout, for billfish, pike and pickerel—in the order of their importance—is the big game of life for those who live off the lake and dwell on the peninsula.

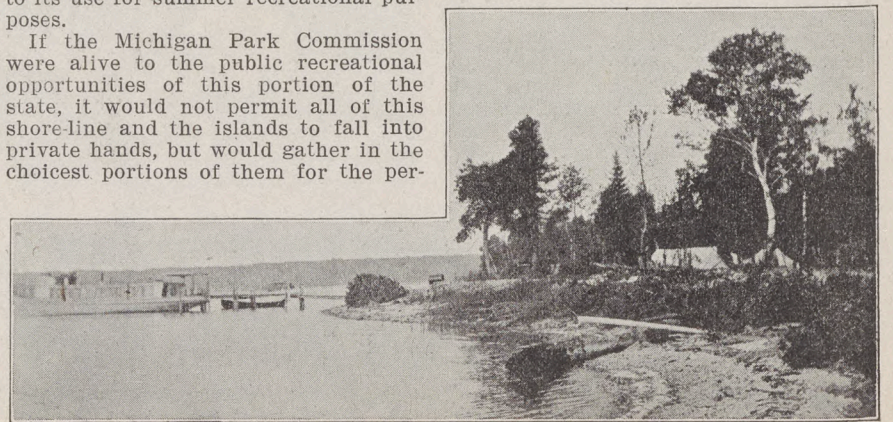
One of these fishermen, Mr. Robertson, who, many years ago took to this outdoor life in lieu of an otherwise certain death from tuberculosis, in addition supplies our Sybarites with caviare made from the carefully selected spawn of sturgeon and, since sturgeon are scarce, his product does not sell cheap. Fishing still brings its financial rewards on this coast, although fish are not as enormously abundant as in the old days. Some fishermen aver that, if the state, through the Michigan Fish Commission, would cease trying to replenish the supply of fish in the Great Lakes by planting young fry, and would instead permit Nature to do its proper work during a closed season at the proper time, the

manent benefit of the people of the whole state. If additional legislation is required, it should be sought at the approaching legislative session of 1921. I cannot imagine a more lovely situation for a state hospital or sanatorium than the massive limestone bluff fronting Lake Michigan in the vicinity of Fayette, particularly at the Raymond and Peterson farms, where the high table-land drops precipitously into the lake from a height of more than 200 feet.

The hinterland of all this shore is remarkably well-developed farming country. The underlying limestone at most points comes very close to the surface, but not too close for a highly productive agriculture. Formerly this section was heavily covered with hardwood forest—chiefly hard maple, and where there is not tillage, a vigorous second-growth is well advanced. This speaks for itself. Very notable is the great abundance of butternut trees, which, so far as I have been able to ascertain, here alone in the Upper Peninsula of Michigan grow wild. But certain fruits grow wild as well, particularly the pin cherry, wild plum and high-bush cranberry, and Mr. L. M. Geismar, county agricultural agent of Houghton County, who was one of our party, and who is undoubtedly the first authority on all agricultural matters for the northern peninsula of Michigan, is unreservedly confident that this should be a great cherry region. Some excellent beginnings have been made, and where failures have occurred, this seems especially attributable to some incidental negligence that would cause failure anywhere.

In one of the islands "husk-tomatoes" were found growing wild in great profusion. There was also a profusion of wild berries, juniper, etc. But perhaps most striking is the advanced stage reached by agriculture and the clear-cut, neat appearance of the countryside save where the Canada thistle has been allowed to gain a start. It must be observed that we are dealing here with an agricultural community twenty to thirty miles off the railroad—in this respect perhaps as isolated as any community in the state. That the land has been so completely cleared is primarily due to the presence at Fayette for many years of a charcoal iron furnace operated by one of the present constituents of the Cleveland-Cliffs Iron Company, which consumed enormous quantities of hard maple when hard maple was worth a few cents per cord. The furnace ceased to operate thirty years ago. So also has discontinued long since the shipyard at Sac Bay, where once staunch wooden schooners were constructed. Agriculture remains, where the productive clay loam overlays the limestone to sufficient depth—and we found places where the depth was reported to be sixty feet; and the limestone is itself

(Continued on page 34)



Roosevelt Point, Little Summer Island



# CLOVERLAND MAGAZINE

## "OUTSIDE, PLEASE, OUTSIDE"

By JOHN T. McNAMARA, of Houghton, Mich.

I CAREFULLY followed the daily papers last winter to find out, if possible, what the *other fellow* was doing to amuse himself while winter held us in its grip. I wondered what the *kids* were doing. I remembered plainly what winter had always meant to me—what it means to me now—and I wondered if times had changed so greatly since that time.

I scanned the headlines. This is what I found:

"Dance—Eagle Hall Tonight—Public Invited. Lots of Jazz and the Sky's the Limit."

On down to the next item:

"House Party—Miss So-and-So Entertains With Parlor Games and Music—Luncheon Served. Good Time Had by All." Etc., Etc.

And another:

"Young Men's Club Meets at Home of Mr. So-and-So. Cards and Dancing."

Then another:

"The Movie Houses Had To Turn Them Away Last Night."

And then the last, which completely shattered my hopes:

"Country Club closed. Lack of patronage. Members no longer patronize the club during winter months. Road has not been broken this winter. Too much snow—weather too severe."

So this is why we have winters. Cards and dancing; indoor luncheons; jazz music, movies, and house parties. Times have surely changed. Don't you remember, not so many years ago, what the first fall of snow meant to you? Don't you remember, looking out of the school window and seeing, for the first time, those feathery flakes tossing about in the air, the thrill that enveloped your entire soul? Don't you recollect how impossible that old school seemed just then, and the long hours before that recess bell rang and you could get out into it?

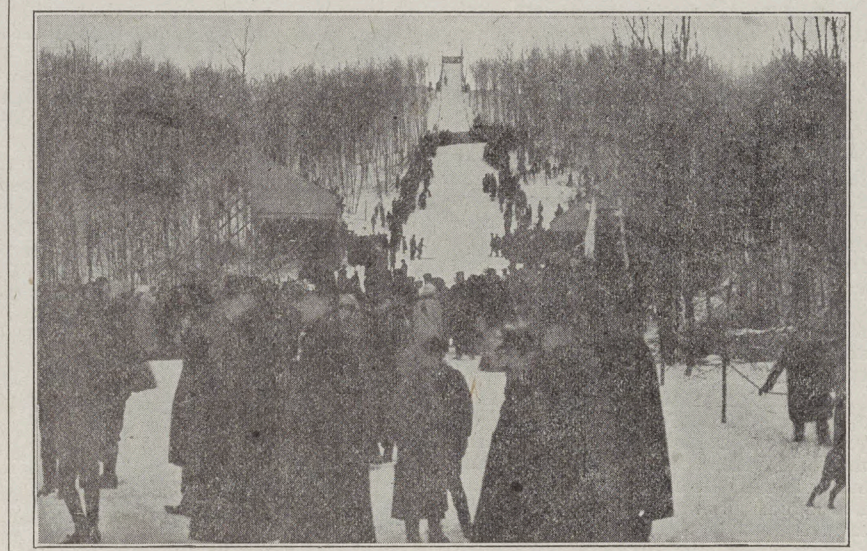
Maybe that's quite ways back. But is it so very long ago when most municipalities boasted a country club; a ski club; a snowshoe club; a camping club; a tobogganning club;—or, if nothing else, a skating rink. How many kids, but a few years ago, were without their backyard rink? How many of our so-called younger set, five years ago, would attend "jazz" dances four or five nights, movies two or three nights out of the week during the entire winter? Did "house parties" supersede sleighrides in those days? Did the stuffy, germ-laden dance hall and movie house come before the snowshoe hike? I think not.

People are sadly neglecting one of their greatest assets—the winters. Our younger people shrink from the vigorous, health-giving winter air, and seek shelter in the dance hall, movie house or the parlor. Municipalities are overlooking the greatest of opportunities—capitalization of winter sports.

Do you realize that in many sections of the United States, not once during the entire year is afforded the opportunity to ski, to skate, snowshoe or sleighride? Do you know that northern municipalities are losing hundreds, possibly thousands of dollars annually through lack of appreciation of this fact?

And after all, we are dealing with the inevitable. The calendar arranges the winters for the northern states, and the snow—lots of it—comes regularly every year. We can't get away from it—so why try. Why not get into it—get the most and the best out of it?

Look at Canada! The Dominion of Canada maintains an entire department for the organization and capitalization of winter sports. Experienced athletes—men who know the great outdoors—are placed at the head of each department, and it is their duty to go after winter and make it pay.



The Famous "Ski Hill" at Ishpeming, Mich., Where Record Jumps Are Made

And they do it. Now Canada is playing up her winter sports as a part of a \$4,000,000 advertising and publicity campaign to dispose of its public lands to small settlers. That's going after it on a big scale, and it is the only sane and reasonable way to deal with long winters.

The Copper Country—Houghton and Keweenaw Counties, Michigan—are among the few sections which have maintained, to any degree, a passion for winter sports.

The Amphidrome and Colliseum, at Houghton and Calumet, the Glacidome, Mohawk and the Pelastera, Laurium, all in Michigan, are splendid illustrations of Copperdom's outdoor zest. If you are still skeptical about the profits and the good you can do in your community with clean winter sports, come to the Copper Country and talk it over with the young people.

Some people say the Copper Country is *skate crazy*. It is—it is making the most out of what it considers the best season of the year—winter. There are hockey teams galore—and one or two mighty formidable organizations among them. They turn out in force—young and old, rich and poor—big and little—to skate and *enjoy winter*. The young people are laying the foundation for healthier bodies and more useful lives. The older folks are grasping the opportunity to keep themselves fit and happy. The result is a happy, satisfied and prosperous Copper Country—and winter does it all.

How about the other sections? I

have learned that many of the Upper Peninsula municipalities actually failed to even support an outdoor skating rink this year. While it is true that outdoor skating rinks are not suitable to the Upper Peninsula, they would be a great benefit to the kids where nothing better can be had. When you talk to some of these municipal officials they will say, "Dances get 'em all. No money in it." You make any proposition attractive enough to the young people, and they'll follow you to the finish. Give them a covered building, a "warming up" room and a comfortable place to change their skates, catch their breath and talk it over—with a "hot dog" and a cup of coffee to season—and you needn't worry about the dances or the movies.

On the other hand, you can't hope to attract a crowd if your bait is unattractive. You can't expect to keep them coming if you have to keep them skating to keep warm. You can't expect to send them out on a snowshoe hike or a ski-ride if there isn't a warm club-house or a blazing log-fire at the other end. Organize your clubs. Build skating rinks, ski slides, toboggan hills. Get your city officials interested. They're all from Missouri, of course, and they've got to be shown. They're all classed as *elders* and their interest, naturally, isn't a personal one. Do it for the kids. Keep them out of the dance halls, movies and the parlors. Bracing air has saved the life of many a westerner, easterner

and southerner. You know that this is a mecca for the tired and weary, the sick and lazy, so make it work for *your kids*—and *you*. Capitalize the air, the snow, the ice, and everything that comes with winter. You can do it. You're not starting anything. You're taking it up where some *hot-house* plant interfered with it a few brief years ago.

Some of the greatest ski meets held in the country used to be staged at Ishpeming, Mich., regularly, every Washington's birthday. Where are these? What happened here?

True, Ishpeming, Negaunee and Marquette still cling to a few—a very few—of their old-time winter pastimes, dog-racing, for instance, but it is only a morsel as compared with past years.

What's the matter with iceboating? Experts at this thrilling pastime will tell you that while the broad expanse of the open lake is probably the most fascinating, the small, inland lake actually offers the best facilities, with the greatest degree of safety and security, for iceboating. And the northern states are dotted with 'em. Hundreds of small, clear-water lakes where the iceboat enthusiast could pilot his craft without danger of being blown out into the open sea or dashed into a "wind hole." And yet how many iceboats have you seen this winter? Compared with this, how many would you see *any day* if you should visit Montreal, Canada, where the biggest events of the winter sport program are carried out each year. In Montreal, there are at least twenty enclosed skating rinks. Some of them would almost hold the entire population of many a good sized city. Every kid plays hockey. I have seen six thousand people on snowshoes coming down over the Mount Royal hill, carrying torches and shooting Roman candles. A sight like this will make you almost long for winter. Everybody wears costumes that are warm and graceful for snowshoeing, skating or skiing. They are getting the most out of their winters, because they know how.

Upper Michigan works in extremes—on this winter sport proposition, and the extremes are east and west—Copper Country and the Soo, which are the only two municipalities supporting large public rinks and fast hockey teams. Keen but sportsmanlike rivalry exists. They get together occasionally—mix it up and the best of feeling prevails. Furthermore, it brings the two sections closer together. One knows what the other is doing.

But where else throughout Upper Michigan is there an inter-city winter sport schedule worked out. Nowhere, to the best of my knowledge. Why, for instance, cannot the Iron Range, Dickinson, Marquette, Gogebic and Iron Counties organize and maintain hockey clubs?

What's the matter with Menominee, Delta, Alger and Schoolcraft Counties getting together to organize winter sports? Every municipality in each of these counties should have a skating rink and a hockey team. Every High School should have a hockey team. It should be looked upon as a civic institution—a specific department in city government, and maintained as such. It would bring people closer together in inter-county affairs—business and pleasure—and would, besides—be a constant source of revenue to each municipality.

I am sure we will come to it sooner or later. It is human nature to follow the line of least resistance and to cater to novelty. Just now, indoor sports are monopolizing our attention—most of us. But we'll get back to it. We will all learn that we must build and maintain rugged bodies for a rigorous climate. I firmly believe, however,

(Continued on page 24)



A Great Expanse of Ice is Kept Swept Clean of Snow by the City of Marquette for the Benefit of the Kiddies, and a Lot of Older Folks, Too.



# COVERLAND MAGAZINE

The Dominant Agricultural Publication of the Northwest.  
(Combined with The Northwestern Farmer, the Sugar Beet News, and the Northwesterner).  
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HENRY A. PERRY, Editor.

SEPTEMBER, 1920

## An Agricultural Policy

WHILE agriculture is the basis of all industry and is so recognized by economists, bankers and big business men, few states have a real agricultural policy. It is remarkable that an industry which produced 52 per cent of the total wealth of the nation in 1919 should receive such scant consideration by legislatures and by the Congress of the United States.

No nation in the world gives such little attention to its agriculture and the development of its agricultural resources as the United States. Food production receives first consideration in England, France, Italy, Germany, and it was the dominant factor in Russia until that country went bolshevik and the farms were sovietized. Even China, in its most latent period, realized that its congested population must be fed and required food production. Japan, in its narrow confines, has never been a material food importing nation. An agricultural policy has been necessary in these nations to sustain them. But even in countries where the food problem is not a pressing matter, where the spectre of famine has never stalked, an agricultural policy has been pre-eminent. The Argentine is rapidly becoming a great exporting nation for beef cattle and wheat, New Zealand and Australia produce more wool and mutton than any other region in the world, India produces more beef cattle than the United States. This is all due to an agricultural policy in government.

The lack of an energetic agricultural policy in the United States, and in most of the several states, has resulted in decreased food production, beef, mutton and wool. Unless this attitude is changed the United States is destined to become a heavy importing nation of all food stuffs, while millions of acres of good farm land are permitted to lie idle.

Wisconsin stands out head and shoulders above all other states with a clear-cut, well-defined agricultural policy. The effect of this policy is reflected in many ways. While nearly every state in the Union this year suffered a decreased rural population, reduced acreage of crops, reduced dairy herds, reduced flocks of sheep, reduced everything in the realm of agriculture, Wisconsin has forged ahead.

Wisconsin this year increased its acreage of the eleven principal crops by 26,000 acres, while Michigan has over 18,000 vacant farms and more than 30,000 empty farm houses, Ohio something like 40,000 idle farms, New York 25,000 abandoned farms. In the face of an exodus from the farms in most states to the great industrial centers, Wisconsin not only held its farmers on the farms, but added about 5,000 new farm settlers to its population since the first of January, 1919.

Great as all the greatest industries are in the several states that have

them, they have not added the permanent wealth to the state that these 5,000 farm settlers and these 26,000 acres of additional tilled acreage have to Wisconsin. Wisconsin has a real agricultural policy in its government, and this policy is paying big dividends and will continue paying big dividends so long as its agricultural policy is maintained. And it will be maintained because it pays.

Why do not other states do likewise? Why is Congress so negligent in its agricultural policy, if it really has any? Why do legislatures give so little consideration to a real agricultural policy?

## Getting Results

THE farm bureau organizations are getting results in contrast to the failures of erratic political movements that have sprung up spontaneously in various sections of the United States only to make a splash and gradually ripple away into the placid affairs of every day farm life, just as the slight commotion of a stone hurled into a lake is soon absorbed by the smooth surface of water and all signs of disturbance quietly obliterated.

The fundamental principles of these sporadic political fiascoes have expressed in a measure some of the things farmers want and need, and some things the farmers neither want nor need. The political movements, though born of righteous demands for a better deal for farmers, invariably drifted into the hands and direction of astute politicians and men bent upon feathering their own nests rather than accomplishing results for the farmers. A few years and the panacea for farming ills became a political football or died of inanition. Sound business principles were lacking to stabilize the movement against political intrigue or give it nourishment to grow into a strong organization.

Big business interests have been too shrewd to attempt the formation of a political party, because it would stand out boldly as a political class party which would result in complete failure. They succeeded by holding fast to business policies, protecting their interests by supporting men favorable to their interests regardless of party affiliations. Woman suffrage was accomplished by the same methods, and the liquor traffic was abolished by the same route.

During the last two years the farmers have come to see the light, and through the farm bureau organizations they are really getting somewhere on strictly business principles. There is no politics in the farm bureaus. The slogan is "keep out of politics and stick to business." This "sticking to business" includes supporting those candidates for office, regardless of political party affiliations, who seem favorably disposed to consider the farmer and his problems in the conduct of public affairs and in matters of legislation. Each farmer is free to make his own selection in his own constituency. In the meantime, the farm bureau proceeds with business without consideration of politics. No farm bureau member is told how he ought to vote or who he should vote for, except by the politician seeking his vote. He is left free to judge for himself, so far as the bureau is concerned.

The dollars and cents policy of the farm bureau has accomplished more for the farmers in the last year than all the farmer political movements since the launching of the Farmers' Alliance more than thirty years ago. As a matter of fact not one reform, not one profitable or satisfactory result has come out of the maze of political sky-larking in all these years, no matter how laudable or palatable the principals may have been made, for the reason that each movement was nothing more than a political class party. A class party will never succeed in any democracy because it does not represent democracy or speak for the masses. But a business organization among the farmers, like the farm bureau, is something different. It is founded and operated along sound business lines and principles, hence its success.

## Shall the Sheep Industry Live?

THE present status of the sheep industry in the United States is one that requires immediate attention by the entire public if it is to continue an economic factor in our national animal husbandry enterprises. Unquestionably influences that have been at work during the past several months to beat down the price of wool are backed by sinister motives originating with the shoddy manufacturers.

The wool growers of the United States had the courage to propose a law that would require clothing manufacturers to weave into the selvage of the cloth figures showing the content of virgin wool, shoddy, cotton, hemp, jute, feathers, fur, wood fibre, paper, and everything else that goes into cloth in these days of profiteering, high wages and high finance. The bill was introduced in Congress and is known as the *Truth In Fabric Bill*. Its purpose is to take wool from the sheep's back out of competition with the rag pile, and at the same time protect the consumer by giving him an opportunity to know exactly what he is getting for his money.

Almost simultaneously with the introduction of this bill in Congress a nation-wide drive on the price of wool was inaugurated. Buyers in the country have offered as low as 10 and 15 cents a pound for wool in some districts, while in others the price was quoted at 20 and 25 cents, with a few offers of 30 cents. They have not been getting the wool. A portion of the 1920 clip has been consigned to warehouses, and most of the remainder is now held in county, regional and state wool pools formed by the growers.

It is very evident that an attempt is being made to force a tremendous break in wool prices, and should it come, should the growers fail to hold their wool pools, we might as well say farewell to the sheep industry in these United States. Wool can not be produced in this country at prices offered by speculators, whose trails lead straight to the shoddy mills of the East. There must be an aroused public sentiment that will force the *Truth In Fabric Bill* through Congress at its next session, an aroused public sentiment that will shut off the monthly auction sales of free foreign wool in the United States, or one of our basic industries must be sacrificed in favor of the junk dealer who collects rags for the shoddy manufacturer to remake into clothing and sell it as *all wool*.

It is the duty of every citizen who wants a square deal for the wool grower, who wants a square deal for himself when he buys a suit of clothes, to write most vigorously to his congressmen and senators to support the *Truth In Fabric Bill* and enact it into law at the earliest date possible.

Attention is called to the *Wool Market Field Notes* from the *Market Report* of August 14, published weekly by the Bureau of Markets of the United States Department of Agriculture, which is reprinted in another portion of this number of Cloverland Magazine. If these figures are not enough to stimulate action, nothing else will.

## Finding the Profit

FINDING the profit in any business venture, enterprise, or vocation is the objective of all who participate in any of these activities. Unless a profit can be found, or the business, enterprise or vocation cannot be made profitable, it is or should be abandoned. Usually the man finding his enterprise unprofitable attempts to learn the reason by careful analysis of his methods, and inaugurates changes that have for their purpose the creation of a paying, going concern.

The average farmer is less likely to diligently search for the profit and loss in his business than the merchant

or manufacturer, because he does not have the visible payroll to meet at regular intervals, accounts that must be met every thirty days, and other incidental expenses to pay out of the cash drawer, nor do his products move so steadily through the hands of salesmen. But the payrolls of the farm are there and must be met, expenses must be paid, and the products of the farm do move. The business man has found it necessary to keep books to take care of his business, to determine what measures are necessary to make the business profitable. But how many farmers keep books? How many keep books accurately? How many tabulate labor cost, team cost, tractor cost, implement and tool cost, marketing cost, milk production cost, egg production cost, hog cost, sheep cost, field crop cost? And then, how many balance these accumulated costs at the end of the year with all receipts from their farm products?

Systematic and detail cost accounting will determine which cows are profitable and which are kept at a loss. It will determine which kind of hogs are the most profitable. It will weed out the boarder hen. It will lead to selections of grain varieties that give the greatest yields per acre, which includes those varieties that are disease-resistant and hardy. It will point out the profit in the use of fertilizers for all crops, and show the way to increase all crop production. It will find the varieties of potatoes that do best in any locality and on different types of soils. It will demonstrate the difference between a well-prepared seed bed and just turning the ground over and planting. It will check up the crop rotation. It will bring about new and improved methods everywhere on the farm, and tell what machinery is profitable based on the investment. And then it will determine the prices that ought to be received for the finished product from the farm.

This is the only known way to find the profit in farming, the only known way to discover the leaks that make the farm non-profitable. Profit can not be found by lumping the entire product together and striking a balance at the end of the year with the farm receipts. Such methods are misleading and show nothing. A few scrub cows may be pulling down the profit on the field crops, poor seed will result in poor yields on an ideal seed bed and in ideal weather and pull down the profit on the best dairy herd. The saving of a few cents for spraying solutions may be answered by a short crop of potatoes and of poor quality to offset the profit on a good stand of grain. A pure-bred hog might have been twice the size of the scrub on the market scales, while the cost of feed and labor is the same. A whole barnyard full of hens may cackle a daily loss, because one-half may lay one egg while the other half lays a dozen. And so on in every phase of farm life. The profit can not be found unless there is complete segregation of every activity, the cost and profit of every item going into the books. It is the only way to put the farm on a real business basis. The only system that can be devised to actually find the profit.

Shoddy manufacturers have not reconciled the price offered for wool and the price demanded for clothing. However, wool is going down and shoddy is going up. Rags have been worked into clothing for so long and so many people now have to wear their rags, due to the high price of clothing, that perhaps it is a scarcity of rags that is causing the high price of shoddy.

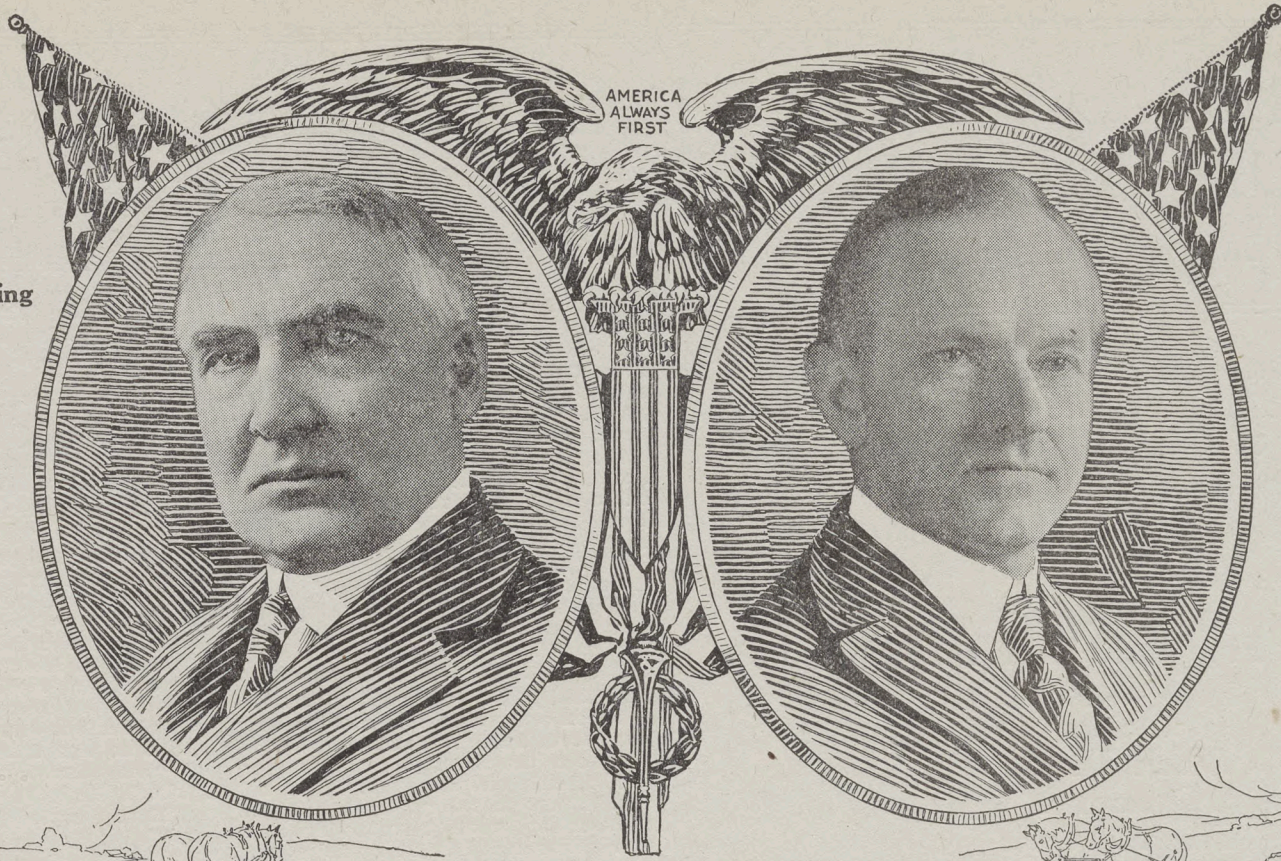
Crop and wool buyers have operated for years on loans obtained on warehouse receipts. That was business. Now the farmer bureaus are doing the same thing to finance their pooled selling agencies. This is a "crime." Strange the viewpoint some people have of other people's affairs, isn't it?

Where is the discussion of wool in this presidential campaign?



For President  
Warren G. Harding

For Vice-President  
Calvin Coolidge



## The Republican Party and the Farmer

**Y**OU farmers of America have more at stake in this election than any other element in our citizenship.

You have borne more than your full share of the burdens of public waste, extravagance and mismanagement.

You want a **change**.

You want this change at Washington because the present national administration has singled out yours, the biggest of all national industries, as a target for a price fixing policy which has limited the return for your output, while leaving you exposed to the exactions of profiteers in every other line of production, distribution and speculation.

### You Have Been the Victim

You have been told what you could charge for your staple products, you have been subjected to all sorts of restraints, exactions and annoyances, while there has been no limit to what others might charge you for food, clothing, machinery and other necessities of your occupation.

The result of this unwise, unsympathetic policy, while harmful to the farm producer, has not been helpful to the consumer. Production has been curtailed, speculation in food has been facilitated, and that expansion of the great farming industry essential to America's future has been halted.

### Make the Farm More Profitable

The Republican party by its platform and the utterances of its candidates, is pledged to a sympathetic, practical, helpful attitude toward American agriculture. It promises a constructive program which will make the farm more profitable and therefore more productive.

The Republican party is not a class or sectional party; its policies are intended for the upbuilding of the whole

nation. But it believes that it is essential to the general welfare that the American farmer, whose industry is the base of our national prosperity, should be stimulated to larger production through an assurance to him of a larger share of the values which his own labor and enterprise create.

The Democratic platform reaffirms the tariff-for-revenue-only policy which will open the American market to the invasion of cheap farm products of foreign lands (the resultant of cheap labor) when shipping becomes available. It promises no relief from the price fixing and other farm policies of this administration, or remedy for the violent fluctuations in farm product prices which have caused the farmer such heavy losses.

### Pledges of the Party

Here is what the Republican platform and the country-bred candidate say on the issues of special interest to the farmer:

Practical and adequate farm representation in the appointment of governmental officials and commissions.

The right to form co-operative associations for marketing their products, and protection against discrimination.

**The scientific study of agricultural prices and farm production costs** at home and abroad, with a view to reducing the frequency of abnormal fluctuations, and the uncensored publication of such reports.

The authorization of associations for the extension of personal credit.

A national inquiry on the coordination of rail, water and motor transportation, with adequate facilities for receiving, handling and marketing food.

The encouragement of our export trade.

**An end to unnecessary price fixing and ill-considered efforts arbitrarily to**

**reduce prices of farm products**, which invariably result to the disadvantage both of producer and consumer.

The encouragement of the production and importation of fertilizing material and for its extended use.

The extension of the federal farm loan act so as to help farmers to become farm owners and thus reduce the evils of farm tenantry, and also to furnish such long-time credit as farmers need to finance adequately their larger and long-time production operations.

Revision of the tariff as necessary for the preservation of a home market for American labor, agriculture and industries. (Note that the pledge to the farmer is just as specific as to labor and capital).

### Harding's Endorsement

Senator Warren G. Harding, the Republican nominee, in his speech of acceptance, took advanced ground on behalf of agriculture. He said:

"I hold that farmers should not only be permitted but encouraged to join in co-operative associations to reap the just measure of reward merited by their arduous toil."

"Our platform is an earnest pledge of renewed concern for agriculture, and we pledge effective expression in law and practice. We will hail that co-operation which will make profitable and desirable the ownership and operation of small farms and which will facilitate the marketing of farm products without the lamentable waste which exists under present conditions.

"A Republican administration will be committed to a renewed regard for agriculture and seek the participation of farmers in curing the ills justly complained of and aim to place the American farm where it ought to be—highly ranked in American activities and fully sharing the highest good fortune of American life.

"Becoming associated with this subject are the policies of irrigation and reclamation, so essential to agricultural expansion, and the continued development of the great and wonderful west."

Mr. Harding pledges federal co-operation with state governments in building and improving farms-to-market roads rather than national highways, to cheapen and facilitate the quick shipment of crops.

Send for a free copy of Senator Harding's address in which he discusses at length present day problems of the farmer.

REPUBLICAN NATIONAL COMMITTEE, Auditorium Hotel, Chicago



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## With Bridges Burned

By REX BEACH

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LOUIS MITCHELL knew what the telegram meant, even though it was brief and cryptic. He had been expecting something of the sort ever since the bottom dropped out of the steel business and prices tobogganed \$40 a ton. Nevertheless, it came as an undeniable shock, for he had hoped the firm would keep him on in spite of hard times. He wondered, as he sadly pocketed the yellow sheet, whether he had in him the makings of a good life insurance agent, or if he had not better "join out" with a medicine show. This message led him to think his talents must lie along the latter line. Certainly they did not lie in the direction of metal supplies.

He had plenty of time to think the situation over, however, for it is a long jump from Butte to Chicago; when he arrived at the latter place he was certain of only one thing, he would not stand a cut in salary. Either Comer & Mathison would have to fire him outright or keep him on at his present wage; he would not compromise as the other salesmen had done and were doing.

Twenty-five hundred a year is a liberal piece of money where people raise their own vegetables, but to a man traveling in the West it is about equal to "no pair." Given \$200 a month and a fair expense account a salesman can plow quite a respectable furrow around Plymouth Rock, but out where they roll their r's and monogram their live stock he can't make a track. Besides the loss of prestige and all that went with it, there was another reason why young Mitchell could not face a cut. He had a wife, and she was too new, too wonderful; she admired him too greatly to permit of such a thing. She might, she doubtless would, lose confidence in him if he took a step backward, and that confidence of hers was the most splendid thing in Mitchell's life. No, if Comer & Mathison wanted to make any change, they would have to promote him. Ten minutes with the "old man," however, served to jar this satisfactory determination to its foundation. Mr. Comer put the situation clearly, concisely.

"Business is rotten. We've got to lay all the younger men off or we'll go broke," he announced.

"But—I'm married," protested the young salesman.

"So am I; so is Mathison; so are the rest of the fellows. But, my boy, this is a panic. We wouldn't let you go if we could keep you."

"I can sell goods—"

"That's just it; we don't want you to. Conditions are such that we can't afford to sell anything. The less business we do the fewer losses we stand to make. Good Lord, Louis, this is the worst year the trade has ever known!"

"B-but—I'm married," blankly repeated Mitchell.

Comer shook his head. "We'd keep you in a minute if there was any way to do it. You go home and see the wife. Of course if you can show us where you're worth it, we'll let you stay; but—well, you can't. There's no chance. I'll see you tomorrow."

Ordinarily Mitchell would not have allowed himself the extravagance of a cab, but today the cars were too slow. He wondered how the girl would take this calamity, their very first. As a matter of fact, she divined the news even before he had voiced his exuberant greetings, and, leading him into the neat little front room, she curled up at his side, demanding all the reasons for his unexpected recall. He saw that she was wide-eyed and rather white. When he had broken the bad news she inquired, bravely:

"What is your plan, boy?"

"I haven't any."

"Nonsense!"

"I mean it. What can I do? I don't know anything except the steel business. I can lick my weight in wildcats on my own ground—but—" The wife nodded her blonde head in complete agreement. "But that lets me out," he concluded, despondently. "I can sell steel because I know it from the ground up; it's my specialty."

"Oh, we mustn't think about making a change."

"I've handled more big jobs than any man of my age and experience on the road, and yet—I'm fired." The husband sighed wearily. "I built that big pipe line in Portland; I sold those smelters in Anaconda, and the cyanide tanks for the Highland Girl. Yes, and a lot of other jobs, too. I know all about the smelter business, but that's no sign I can sell electric belts or corn salve. We're up against it, girlie."

"Have people quit building smelters?"

"They sure have—during this panic. There's nothing doing anywhere."

The wife thought for a moment before saying, "The last time you were home you told me about some Western mining men who had gone to South Africa—"

"Sure! To the Rand! They've made good, too; they're whopping big operators, now."

"You said there was a large contract of some sort coming up in London."

"Large! Well, rather! The Robinson-Ray job. It's the biggest ever, in my line. They're going to rebuild those plants the Boers destroyed. I heard all about it in Montana."

"Well!" Mrs. Mitchell spoke with finality. "That's the place for you. Get the firm to send you over there."

"Um-m! I thought about that, but it scared me out. It's too big. Why, it's a \$3,000,000 job. You see, we've never landed a large foreign contract in this country as yet." Mitchell sat up suddenly. "But say! This panic might—" Then he relaxed. "Oh, what's the use? If there were a chance the firm wouldn't send me. Comer would go himself—he'd take the whole outfit over for a job like that. Besides, it's too big a thing for our people; they couldn't handle it."

Mrs. Mitchell's eyes were as round as buttons. "Three million dollars' worth of steel in one contract! Do you think you could land it if you went?"

"It's my line of work," the young man replied, doubtfully. "I'll bet I know more about cyanide tanks than any salesman in Europe, and if I had a decent price to work on—"

"Then it's the chance we've been waiting for."

The girl scrambled to her feet and fetching a chair, began to talk earnestly, rapidly. She talked for a long time, until gradually the man's gray despondency gave way to her own bright optimism. Nor was it idle theory alone that she advanced; Mitchell found that she knew almost as much about the steel business as he did, and when she had finished he arose and kissed her.

"You've put new heart into me, anyhow. If you're game to do your share, why—I'll try it out. But remember it may mean all we've got in the bank, and—" He looked at her darkly.

"It's the biggest chance we'll ever have," she insisted. "It's worth trying. Don't let's wait to get rich until we are old."

When Mr. Comer returned from lunch he found his youngest salesman waiting for him, and inside of ten minutes he had learned what Mitchell had on his mind. With two words Comer blew out the gas.

"You're crazy," said he.

(Continued on page 18)



# All of your animal is not meat

Only a little over half of your beef animal can be sold as meat.

That's why our wholesale price of beef has to be several cents higher per pound than the price of live cattle.

If the other half were worthless, and by-products had no value, the beef from 12-cent cattle would have to sell for nearly 24 cents a pound, plus expense of dressing, shipping, and selling.

But the beef from 12-cent cattle usually sells for about 18 cents, wholesale, because the by-products are worth something.

Values of by-products vary; they are determined by world conditions, over which we have no control. Neither can we control the price of beef, which is perishable, and which has to be sold from week to week for what it will bring.

When by-product values are high, as hides were a few months ago, the difference between cattle prices and beef prices is less; when by-products bring low prices, as they have recently, the spread between cattle prices and beef prices widens.

The point is that the more we can get for by-products, the more we can afford to pay for cattle; we take by-products into consideration every day, when we are bidding against other packers for your live stock.

Your commission man knows about market conditions.

His vigilance—the competition of other packers—the large volume of our business—the saving of wastes—these things always insure you as high a price for your cattle as is humanly possible, considering the prices that beef and by-products will bring.

## Swift & Company, U. S. A.

*Founded 1868*

*A nation-wide organization owned by more than 35,000 shareholders*





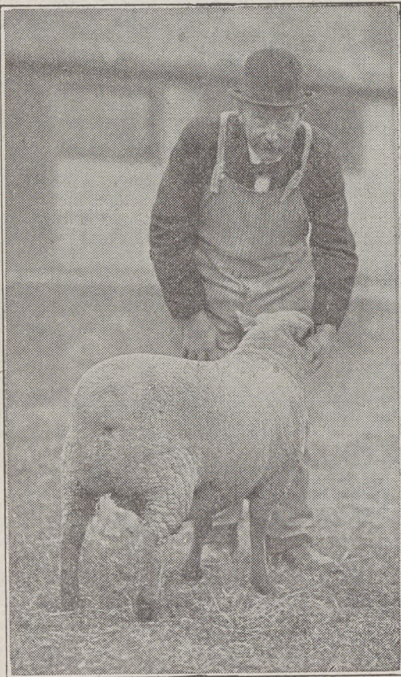
**R**ED CROWN Gasoline line is made especially for automobiles. It will deliver all the power your engine is capable of developing. It starts quickly, it accelerates smoothly, it will run your car at the least cost per mile, and it is easily procurable everywhere you go.

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The Noted Sheep Judge and Expert of the  
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PROF. Kleinheinz has had thirty years practical experience in handling breeding, feeding and judging sheep. He has judged sheep at the International Live Stock exposition at Chicago, many state fairs and numerous county and district exhibitions. For thirty years he has had charge of the sheep division of the Animal Husbandry Department of Wisconsin Agricultural



College. He is one of the best recognized authorities on sheep in the United States and enjoys a splendid reputation abroad.

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CLOVERLAND MAGAZINE  
MENOMINEE MICHIGAN



Party of Bee Keepers at the Eskil Apiary at Iron Mountain

## Bee District in the Cut-over Country

By LAWRENCE D. TUCKER  
Upper Peninsula Development Bureau

EVER since the hum of the sawmill first pierced Upper Michigan's dense forests of hardwood, a half century ago, the problem of the profitable utilization of the idle, cut-over lands, thus created, has been a source of endless research and study.

There have been any number of suggestions, and a few of these are now in operation. But when, just three years ago, statistics revealed the fact that there were over 8,000,000 acres of idle, cut-over lands in the peninsula, the lumbermen and other big land owners began to sit up and think. "What are we going to do with it?" they asked. And then and there began an energetic campaign for almost any type of industry which dealt in cut-over grassed lands.

First came the grazer. A two years' publicity and advertising campaign among the sheep and cattle sections of the west brought 50,000 head of sheep and 5,000 of cattle, with some fifty settlers, and they colonized, in all, approximately 100,000 acres of cut-over lands. But 100,000 is the merest fraction of 8,000,000, and, consequently, the work is only just begun.

With the grazing campaign in full swing, along comes a colonization man from Chicago, and stirs up sufficient interest in the farmer-community plan to grant a number of conferences with the big land owners throughout the region. The company's manager, A. L. Mordt, has made two complete circuits through the peninsula, talking with the land owners and describing the plan which he has put into successful operation in Oconto County, Wisconsin. The plan, briefly, involves the settling of large tracts of such cut-over lands as are adapted to agriculture by first platting the land into farm lots and then, through a sales campaign, disposing of the lots in such a manner that at the end of the campaign a farmer-settlement, or community, is established. Such a community is supervised and assisted by the colonization company.

It is likely, therefore, that next year will see grazing and colonization firmly established as two leading factors in the utilization-of-land campaign.

### And Now Another

And now comes another important feature, and one which might easily surpass the others in its relation to the more rapid growth and progress of the idle acres—bee keeping.

We sort of happened onto it a very short time ago while making an automobile trip to the village of Iron Mountain, Michigan, where Henry Ford and son are establishing a mammoth body-manufacturing plant. We pulled into the village about one hour ahead of schedule, and decided to run out beyond the limits for a short distance and look over the site of the proposed plant.

We had gone about a mile and were rounding a sharp curve when there appeared on the side of a hill, to the right, what seemed to be three or four long rows of bird houses, perched up on stakes and nestled there among the trees as though to invite the most exclusive of the feathered tribe. We slowed up to view the sight, and then distinguished a huge sign-board, at the juncture of a road which turned sharply to the left—leading into the bird-house colony. The sign read: "Eskil's Apiary."

Being more of a news hound than an agriculturist or a bee farmer, the sign meant little to me, and, in fact, I went so far as to ponder upon the possibility of having suddenly come upon an ape-breeding farm, a zoo or something of the sort. Imagine my surprise, then, when a mere roadside urchin informed me that: "That's where they raise them stingers." It was a bee farm.

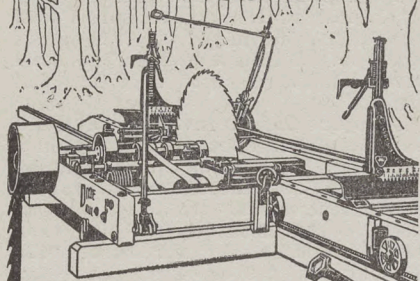
I had never seen a bee farm before. It was something entirely new to me. Recollecting certain eventful days in my youth, I admit painful familiarity with the luzzing specie, but the thought of hazarding one's physical comfort to the extent of actually culti-



This Apiary Is Just a Side Line with Thomas Hanna, of Iron Mountain, Editing a Newspaper Requiring Most of His Time.



# Cash in on your timber



Your timber has a cash value the moment you turn it into lumber.

The demand for lumber is tremendous and prices are way up. Do you realize that only about *ten logs* (14 inches thick and 16 feet long) will make 1,000 feet of lumber worth \$20 to \$60 according to the wood? With a small

## Dixie PORTABLE Saw Mill

you can make 4,000 to 6,000 feet of accurate lumber a day, with a 10 to 15 horse power engine. In the *next sixty days* the lumber you can make would pay for the Dixie mill, all of your expenses and leave you a nice profit besides. This is from actual proven experience of hundreds of Dixie owners.

### No Experience Needed

The Dixie is so easily understood and simple to operate that any farmer can handle it successfully. The Dixie is made of the best materials, and put together to stay. Makes accurate lumber after years of use. Simple control and feed. Easy to move from place to place. Made in all sizes to cut from 4,000 to 20,000 feet per day.

### Investment Small

for the returns. Even if you used the Dixie for making lumber for but one barn of your own, it would more than pay for itself in the lumber money it would save you. Every acre cleared for cultivation increases crop production—a splendid thing to do at this time. Investigate this at once. Send for

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MENOMINEE . . MICH.

Agents for Northern Michigan and Wisconsin.

## FARM LANDS

I am a farmer myself, work a 1,200-acre farm each year, so I know what farming land is. I know what a farmer wants. I have a large acreage of unimproved farm land for sale and guarantee satisfaction.

Write to me.

**J. W. Weston**

Proprietor,

Oak Ridge Dairy

WAKEFIELD, MICHIGAN

vating the bee had never occurred to me as a very healthy occupation.

But, armed with the reporter's curiosity, I turned into the road, and drove up to the house. Finding no one at home, I walked toward the *bird houses*, and encountered a rather curious sight. It, or she, was a middle-aged person, and, at first sight, I wondered whether or not I had intruded upon a bridal party, for she was draped from head to foot in a long, trailing veil of what appeared to me to be nothing more nor less than mosquito netting. The long, elbow-length gloves added to the *bridey* appearance.

"Pardon me, but—" I began.

"Oh, that's all right," she broke in, cheerily. "Just stand back far enough so they won't see you, and you won't get bit." I looked around hurriedly for *they*, expecting to see nothing more nor less than a pair of broad-chested, long-toothed English bulldogs, or, worse yet, a playful cub bear or two—but saw neither. A second glance, however, prompted me to take a sudden step backward, for, from the nearest *bird-house* there arose a black cloud of the fattest, buzziest, busiest bees I had ever seen. And as they hovered playfully over my head I looked almost plaintively to the kindly-faced person for help. I gazed wairly, once more, at the *bird-house*, and ventured a step forward. "I was just passing by, and, noticing the sign, thought I'd drop in and find out what it was all about," I remarked.

"Well, to begin with," she replied, smilingly, "it's a bee farm—an apiary." I agreed with a frantic swing at a huge drone which hung all too close to the end of my nose. "So I see."

"You might tell me, if you will," I began, "what you think of this country as a honey producer," and I neglected my friend, the bee, long enough to dig up pencil and paper.

"Well, this particular spot here used to be ideal for cultivating bees and producing honey," she remarked, "but I'm afraid the community is becoming too thickly populated lately to permit sufficient open area for the bees to work in."

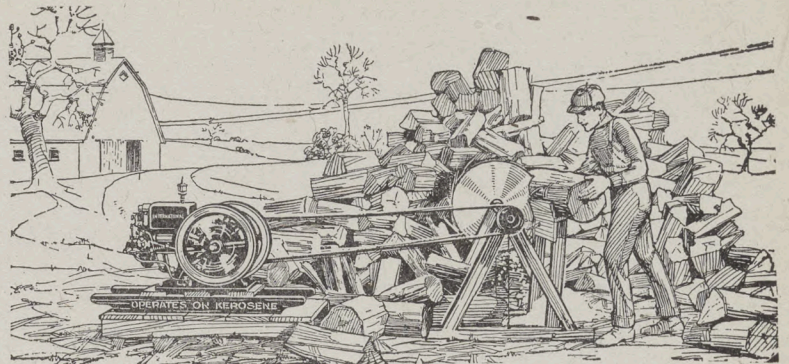
"We have 110 hives," she remarked, placing her hand rather affectionately, I thought, on one of the *bird-houses*. And, incidentally, right then and there I learned the *why* of the *bird-houses*. "During the past several years we have averaged from \$35 to \$40 profit on each hive." A hasty mental calculation placed the aggregate at about \$4,400. "This year, however, we were forced to move part of our colony to a less thickly settled district. My husband is handling that end of it, and I am closing the season out here at the old stand."

"I believe that the open, cut-over areas are the best type of lands for the profitable raising of bees," continued Mrs. Eskil, busily scraping away on a comb which she had lifted from the hive. "You will notice that most of the open areas in this northern Michigan country are thickly covered with the different types of clover—alsike, June, red-top and the others. And the clover, of course, is the ideal stamping ground for the bee. Moreover, our winters are ideal. Not too mild, nor too cold, but just the proper combination of the two to produce and maintain a hardy type of bee—a type which really produces the best kind of honey, and the most of it."

"In our several years of operation in Upper Michigan we have enjoyed excellent success. With very little extra help we have found time not only to care for our colony of 110 hives, but to do quite a bit of farming as well," and she waved a hand toward a narrow valley, just beyond the house, where corn, potatoes and other truck crops appeared to be thriving in the best of manner. "And what's more," she remarked, emphasizing the statement with brandish of the knife she was using, "Mr. Eskil has a photographic studio over there at Iron Mountain, in which he spends considerable time."

I bravely struggled to keep up, as closely as possible, with the probable net which this thrifty couple realized

(Continued on page 19)



## Sawing Wood Grinding Feed and Meal Shelling Corn Cleaning Grain Baling Hay—

HOW many of these fall and winter jobs are waiting for an **International Kerosene Engine** on your farm? At that the buzz saw, feed grinder, burr mill, corn sheller, fanning mill and hay press represent only a few of the many farm tasks that can be handled with the greatest efficiency and economy by International engines. Such chores as pumping water for the stock, turning the cream separator, churn or grindstone; operating a power wash machine—these muscle-wearing, time-consuming jobs are also waiting for low-cost International kerosene power—waiting the whole year round. Let a little 1½ h. p. engine shoulder the drudgery of these always-present chores.

And in addition to handling your own work you can make a good profit for yourself during odd days by grinding feed, meal or flour for your neighbors.

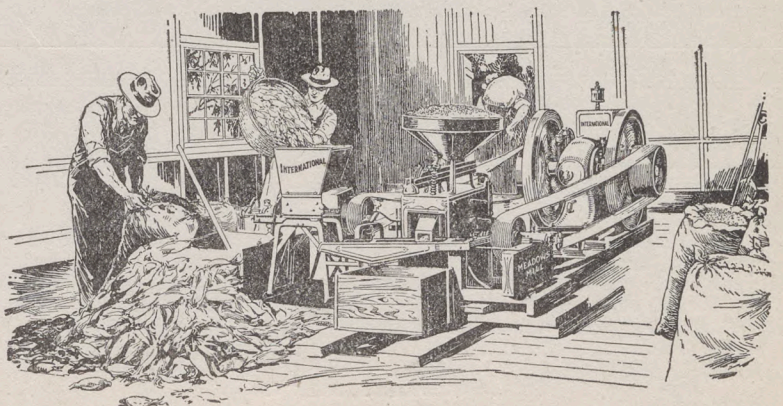
You will find plenty of work on your farm for an **International Kerosene Engine**—and there is a size for every requirement—1½, 3, 6 and 10 h. p. See your nearby International dealer in regard to the one best suited to your needs—and write to one of the addresses below for illustrated catalog.

### INTERNATIONAL HARVESTER COMPANY

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GRAND RAPIDS, SAGINAW, DETROIT, Michigan  
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ST. CLOUD, Minnesota





## With Bridges Burned

(Continued from page 14)

"Am I? It's worth going after."  
"In the first place no big foreign job ever came to America—"  
"I know all that. It's time we got one."

"In the second place Comer & Mathison are jobbers."

"I'll get a special price from Carnegie."

"In the third place it would cost a barrel of money to send a man to England."

Mitchell swallowed hard. "I'll pay my own way."

Mr. Comer regarded the speaker with genuine astonishment. "You'll pay your way? Why, you haven't got any money."

"I've got \$1,000—or the wife has. It's our nest-egg."

"It would take five thousand to make the trip."

"I'll make it on one. Yes, and I'll come back with that job. Don't you see this panic makes the thing possible? Yes, and I'm the one man to turn the trick; for it's right in my line. I'll see the Carnegie people at Pittsburgh. If they quote the right price I'll ask you for a letter, and that's all you'll have to do. Will you let me go?"

"What sort of a letter?"

"A letter stating that I am your general sales manager."

The steel merchant's mouth fell open.

"Oh, I only want it for this London trip," Mitchell explained. "I won't use it except as a credential. But I've got to go armed, you understand. Mr. Comer, if I don't land that Robinson-Ray contract, I won't come back. I—I couldn't, after this. Maybe I'll drive a 'bus—I hear they have a lot of them in London."

"Suppose, for instance, you should get the job on a profitable basis; the biggest job this concern ever had and one of the biggest ever let anywhere—"  
Mr. Comer's brow was wrinkled humorously. "What would you expect out of it?"

Mitchell grinned. "Well, if I signed all those contracts as your general sales manager, I'd probably form the habit."

"There's nothing modest about you, is there?" queried the elder man.

"Not a thing. My theory of business is that a man should either be fired or promoted. If I get that job I'll leave it to you to do what's right. I won't ask any questions."

"The whole thing is utterly absurd," Mitchell's employer protested. "You haven't a chance! But—Wait!" He pressed a button on his desk. "We'll talk with Mathison."

Louis Mitchell took the night train for Pittsburgh. He was back in three days, and that afternoon Mr. Comer, in the privacy of his own office, dictated a letter of which no carbon copy was preserved. He gave it to the young man with his own hand, and with these words: "You'd better think it over carefully, my boy. It's the most idiotic thing I ever heard of, and there isn't one chance in a million. It won't do you any good to fail, even on a forlorn hope like this."

But Mitchell smiled. "I can't fail—I'm married." Then when the other seemed unimpressed by this method of reasoning, he explained: "I guess you never saw my wife. She says I can do it."

It was only to this lady herself that Mitchell recited the details of his reception at Pittsburgh, and of the battle he had fought in the Carnegie office. The Carnegie men had refused to take him seriously, had laughed at him as at a mild-mannered lunatic.

"But I got my price," he concluded, triumphantly, "and it sure looks good to me. Now for the painful details and the sad good-bys."

"How long will you be gone?" his wife inquired.

"I can't stay more than a month, the bank-roll is too small."

"Oo-oo! A month! London is a long way off." Mrs. Mitchell's voice

broke plaintively and her husband's misgivings at once took fire.

"If I fail, as they all feel sure I will, what then?" he inquired. "I'll be out of a job! I'll be a joke in the steel business; I'll be broke. What will you do?"

She gave him a ravishing, dimpled smile, and her eyes were brave once more. "Why, I haven't forgotten my shorthand, and there are always the department stores." In a high, querulous tone she cried "Ca—a—sh!" then laughed aloud at his expression. "Oh, it wouldn't hurt me any. But—you won't fail—you can't! We're going to be rich. Now, we'll divide our grand fortune." She produced a roll of currency from her purse and took four \$20 bills from it.

"Only \$80?" he queried.

"It's more than enough for me. You'll be back in a month." She thrust the remaining notes into his hand. "It's our one great, glorious chance, dear. Don't you understand?"

Faith, hope and enthusiasm, the three graces of salesmanship, thrive best in bright places. Had it not been for his wife's cheer during those final hours young Mitchell surely would have weakened before it came time to leave on the following day. It was a far cry to London, and he realized 'way back in his head that there wasn't one chance in a million of success. He began to doubt, to waver, but the girl seemed to feel that her lord was bound upon some flaring triumph, and even at the station her face was wreathed in smiles. Her blue eyes were brimming with excitement; she bubbled with hopeful, helpful advice; she patted her husband's arm and hugged it to her. "You're going to win, boy. You're going to win," she kept repeating. For one moment only—at the actual parting—she clung to him wildly, with all her woman's strength, then, as the warning cry sounded, she kissed him long and hungrily, and fairly thrust him aboard the Pullman. He did not dream how she wilted and drooped the instant he had gone.

As the train pulled out he ran back to the observation car to wave a last farewell, and saw her clinging to the iron fence, sobbing wretchedly; a desolate, weak little girl-wife mastered by a thousand fears. She was too blind with tears to see him. The sight raised a lump in the young husband's throat which lasted to Fort Wayne.

"Poor little thoroughbred," he mused, "I just can't lose, that's all."

The lump was not entirely gone when the luncheon call came, so Mitchell dined upon it, reasoning that this kind of a beginning augured well for an economical trip.

Now that he was away from the warmth of his wife's enthusiasm contemplation of his undertaking made the salesman rather sick. If only he were traveling at the firm's expense, if only he had something to fall back upon in case of failure, if only Comer & Mathison were behind him in any way, the complexion of things would have been altogether different. But to set out for a foreign land with no backing whatever in the hope of accomplishing that which no American salesman had ever been able to accomplish, and to finance the undertaking out of his own pocket on a sum less than he would have expected for cigarette money—well, it was an enterprise to test a fellow's courage and to dampen the most youthful optimism. His proposal to the firm to win all or lose all, he realized now, had been in the nature of a bluff, and the firm had called it. There was nothing to do, therefore, but go through and win; there could be no turning back, for he had burned his bridges.

When one enters a race-horse in a contest he puts the animal in good condition, he grooms it, he feeds it the best the stable affords, he trains and exercises it carefully. Mitchell had never owned a race-horse, but he reasoned that similar principles should apply to a human being under similar

(Continued on page 27)



**HEMLOCK**  
"Old Faithful"

**All you need**  
is a certain quantity of regular "Old Faithful" HEMLOCK lumber, hammer, saw, nails and your two hands to build one of the best silos ever put up by any man.

Send for our Silo Book which shows you exactly how you can

**Build your own**  
**SILO**

This silo is not a shabby makeshift, but a handsome, non-freeze, double wall silo that stands without guys and has no hoops to tighten.

We do not sell silos, but we want you to get better acquainted with the merits of "Old Faithful" HEMLOCK, the 300-year farmers' standby, and buy it from your local dealer whenever you need building lumber. Be sure to send for the free silo book, and mention dealer's name. (Other building books.)

**THE HEMLOCK MANUFACTURERS**  
(of Wisconsin and Northern Michigan)  
Offices, 312 F. R. A. Bldg. Oshkosh, Wis.  
We spread the good news about "Old Faithful" HEMLOCK but we do not sell it. Get it from your LOCAL LUMBER DEALER.

**"Old Faithful"**  
**HEMLOCK**  
300 years on American Farms

**DOCK**  
**COAL**

**CENTRAL WEST COAL CO.**

**MENOMINEE, MICHIGAN**

**MORE FARMERS** There is room for 100,000 new farmers on the cut-over lands tributary

to the SOO LINE in Upper Michigan, Upper Wisconsin, and Northern Minnesota.

Good lands which will fulfill any conditions imposed by the new farmer as to location, soil, climate, rainfall, water-supply, roads, schools, churches and neighbors. Lands which can be bought at a price that will fit the pocket of the poor man, as well as meet the requirements of the man of means. Write for information,

**H. S. FUNSTON, Land Commissioner SOO Line Railway**  
MINNEAPOLIS, MINN.

Wisconsin Central Ry. Land Grant Lands in Wisconsin



## Bee District in the Cut-over Country

(Continued from page 17)

in a year, from their varied operations. I estimated it at from \$10,000 to \$12,000 a year, at the lowest.

"We have tried the bee game in other sections throughout the middle-west," she continued, moving on to the next hive, "and experience has taught us that with a knowledge of the business the bee farmer can make good, on a big scale, in this cut-over country. By the way, how much of this cut-over land is there in this region?"

I mentioned a figure slightly over eight millions of acres. "Whew," she ejaculated, "room for hundreds of good-sized bee farms in that layout, isn't there?"

"Yes, I believe that the Northern Michigan farmer might well afford to pay more attention to this profitable branch of agriculture. It is not as difficult as it looks, and an energetic farmer could pick it up in a comparatively short time. And after that, she looked up and smiled, "his wife could learn it, as I have done. True, it requires attention, but, in a region where clover is plentiful, it is not as difficult as one might suppose. I have easily handled the 110 hives alone when Mr. Eskil has been on the farm, or at his studio, and have plenty of time for the housework besides."

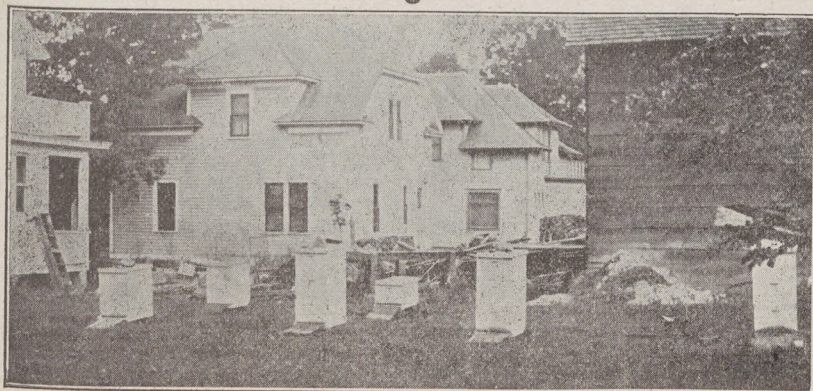
We continued our journey down the long lane of hives, Mrs. Eskil talking steadily upon the possibilities of the Upper Michigan cut-over country for bees, and myself gradually becoming cross-eyed and acquiring an A-1 creek in my neck trying to follow the tantalizing antics of some dozen or more affectionate buzzers who persistently dangled about my head. At any rate, at the end of a half hour with Mrs. Eskil I was fully convinced that the Upper Michigan farmer is making a mistake in not giving more attention to the production of honey.

This year Mrs. Eskil is getting 30 cents a pound for the honey, as compared with 25 cents last year. The increase, she explained, comes largely as the result of the increased prices asked for the high-grade types of the queens, which propagate the hives. A good queen, Mrs. Eskil declared, now costs \$10 and \$12 each, though the lesser grades may be secured from 50 cents up. Located on the direct route of the Cloverland Trail, through Upper Michigan, much of her trade is represented in the steadily increasing tourist traffic, while she declares that the local market would gladly corner her production if she so desired. To the best of my knowledge, Eskil's is the only good-sized apiary in Upper Michigan. There are some in Northern Wisconsin, and they all report a successful season.

But, just between you and me and the twelve bees that left me only when I sought refuge behind the wheel of my car—there is a future in bee farming for the Upper Michigan farmer, if he will grasp his opportunity. It is somewhat of a *new thought* in the utilization of Upper Michigan's 8,000,000 or more acres of clover-laden, cut-over lands, and bee farming is going to be

the subject of a widespread campaign among the farmers of Northern Michigan from this time on, until *Cloverland honey* becomes as familiar a household by-word as California oranges or Armour's ham.

Chocolate makes a cake richer because of the fat it contains and stiffer because of the starch which thickens the batter. This means that slightly less flour and fat are needed in a chocolate cake recipe.



Dr. Hockings, of Crystal Falls, Keeps an Apiary in His Back Yard

# COUNCIL MEATS

Better Meats That Cost Less  
No Waste · No Ice Needed  
Always Tender  
Ready-Cooked To Perfection

Made in Cloverland in our \$2,000,000 Packing Plant at Green Bay, Wisconsin

Every Council Brand Label Advertises Cloverland

Ours is the largest producing industry in Cloverland today. Make it yours, too.

## Stop Buying Water- at the price of meat

A GOODLY part of the meat you buy is water, and when the meat is cooked much of the water in it—for which you have paid—goes off in steam. The water is just so much more waste for which you pay, just like the uneatable trimmings.

Council Meats in cans are ready-cooked—the water isn't counted in the weight for which you pay. Neither is there any waste, for every bit of a can of Council Meats is good nutritious food.

And it is so easy to prepare Council Meats!

Take Veal Loaf for instance. To prepare it yourself at home means a good bit of work and trouble and time. But when you buy Council Veal Loaf it is all ready-cooked and it only has to be warmed in the can—opened—sliced—served. All the other Council Meats are just as easily served.

INDIAN PACKING CORPORATION  
Consumers' Building, Chicago, Ill.

### Six Economical Meat Meals

ROAST BEEF For 5-70c	CORNED BEEF HASH For 5-70c	VIENNA STYLE SAUSAGE For 5-60c
SLICED DRIED BEEF For 4-30c	POTTED HAM For 5-80c	OVEN BAKED BEANS For 4-25c



# GREEN BAY

Is Your Natural Gateway—Buying or Selling.  
You need a Personal Business Agent "At the Gate" to look after your affairs.

## Platten Produce Co.

Stands Ready to Serve You "At the Gate"  
Let Us Sell Your Produce. Let Us Buy Your Supplies.  
We will sell your Cloverland Produce for you on a commission basis, or buy outright from you.

WHICH WILL IT BE?

WANTED NOW—Potatoes, Root Crops, Hay

We are now contracting for our supply of

## XMAS TREES FOR 1920

WHAT HAVE YOU?





**MORE MILK  
MORE BUTTER**



**MAKE US PROVE IT**

R. 1, Wrenshall, Minn., April 28, 1919.

The J. L. Ross Co.,  
Superior, Wisconsin.

Gentlemen:

I had about decided last fall not to feed any mill feed during the winter on account of the high price and results from feeding during previous winters. Finally, I decided to give your No. 11 dairy feed a trial. I began to feed it Dec. 16, 1918, and before Jan. 1st I found the increase in milk was paying for the dairy feed, and am satisfied we received the results you claimed for it. Not only that the cows have given a splendid flow of milk all winter and now are going onto grass in fine shape. Many who have seen the herd have complimented me on the condition of them and ask what I have been feeding, and all I can tell them is hay, bagas, and No. 11 dairy feed. I have recommended it to all my neighbors who had not heard of it.

Yours truly,

JEROME B. GILBERT.

Ask your dealer. If you prefer, write us direct for prices and some further dollar-and-sense facts.

SAVE FREIGHT      SAVE TIME      SAVE MONEY

**THE J. L. ROSS COMPANY**  
**SUPERIOR, WISCONSIN**

Made In Greater Cloverland

# "SARGEANT" PONCHO

A Three Year Old Veteran of the World War

By JOHN O. VIKING

IS MAN alone immortal?—Where is my dog?"

No, this is not intended as a treatise on animal psychology, setting forth than an animal has reasoning power, etc.—am aware of that to my own satisfaction. Should anyone, however, wish to delve into such a subject I recommend the reading of Lewis H. Morgan's "The American Beaver and His Works," and other works dealing with similar or kindred phenomena.

The first intimation our family had that we, perchance, were entitled to two service stars came to us in a letter from brother George, dated from "Somewhere" in France, October 3, 1918, from which I cite:

"Have been in the trenches for some time so it has not been very convenient getting hold of stationery. Thus my delay in writing you.

"Just opened a package of cookies, a rare treat in the trenches. Yesterday we were given a supply of cigarettes, tobacco, chocolate bars and cookies, by the Red Cross. That certainly went a long way towards cheering up the bunch. 'Poncho,' my little

On February 27th he wrote as follows:

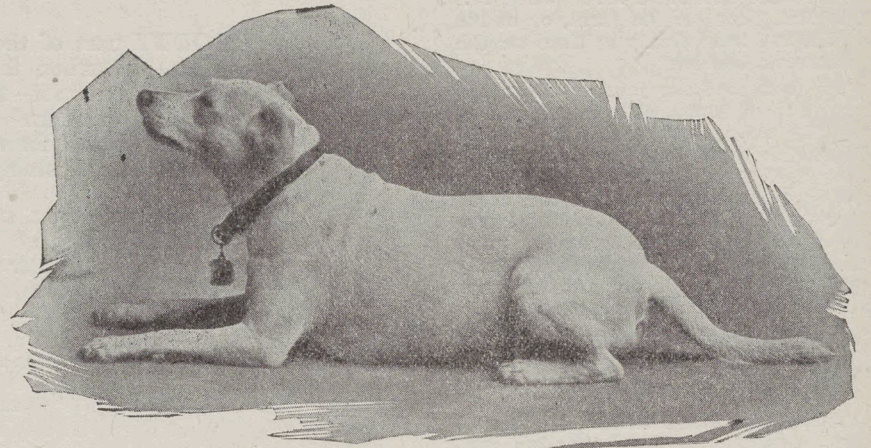
"Back once more to the Company and it almost feels like getting home to be back with the old bunch. Poncho was certainly glad to see me again. He is constantly at my heels wherever I go. It seems as if he is afraid I'm going to leave him again."

And, finally, citing from a letter written from Germany, dated May 12, 1919:

"Being Mothers' Day and also my first opportunity since we got into Germany, naturally would write you a few lines.

"Have been here pretty nearly a week but, according to late rumors, which I think are official, will be homeward bound within a short time. This may be the last letter you get from me from this side of the pond. So don't be a bit surprised if you see me coming home by the Fourth of July.

"This is quite a change from France although being farther north the climate is much more pleasant. Having real summer weather right now.



"Sargeant" Poncho, Trench Veteran

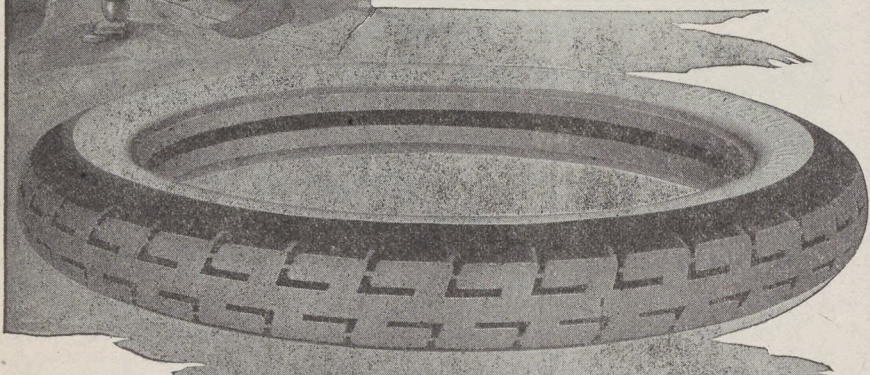
## A Wonderful New Tire Backed by Years of Experience

FOR years The Amazon Rubber Co. has built good tires, but it was not satisfied. Careful laboratory tests were made. The country's leading rubber engineers were consulted. Thousands of dollars were spent in developing a new and greater tire.

For more than a year these new tires have been given the harshest road tests. And they have in every way come up to our highest expectations.

Ask your Amazon dealer to show you the new Amazons.

**Northern Hardware & Supply Co.**  
Menominee, Mich.



# AMAZON

dog, is sitting along side of me begging for his share of the spoils. By the way, I guess I've never mentioned him in any of my letters. He's got quite a history. I've had him with me ever since I left the Border. He's about the same size as 'Bob' and about the same breed. He sure has been lots of company. I hope to be able to get him back to the States with me."

Before proceeding I wish to state that George B. Viking enlisted at Hibbing, Minn., on the 11th day of April, 1917. Sworn in at Jefferson Barracks, Mo., on the 13th day of the same month and was sent to Douglas, Arizona, where he and "Poncho" shortly met.

I cite from a letter written December 14th, 1918:

"It seems kind of nice to get back to civilization once more, although at present we are but in a small village. Since we got here have been on three different fronts—the Alsace, the Verdun and the last drive over the Meuse River. Poncho pulled through it all and is feeling fine. If all goes well I hope to get him back to the States with me and take him home."

May as well state right here that brother George and his little pet Poncho were members of "the Suicide squad," i. e. of a machine gun outfit.

I cite from a letter dated February 12th, 1919:

"Still away from the company but expect to be back in about a week's time. Had to leave Poncho, the dog, with the Company when I left. But if all goes well will take him home with me."

Brother, at the time the above was written, was suffering from an attack of the typhoid fever, although we were not aware of it until he returned home.

"Talking about going home, my biggest worries are about getting Poncho home safely; there are so many in the Company that naturally would like to have him so it is going to be a hard time on my part to keep track of him."

Well, Brother George and Poncho are at home since the 28th of June last, and a mighty hard time he did have to keep him in sight. The last two nights spent aboard the steamer on the homeward voyage he stayed awake in order to see that Poncho was not surreptitiously hidden away. His keeping a watchful eye on the dog permitted someone to purloin the souvenirs he brought with him.

Shortly after signing of the Armistice, or more correctly, on the 18th of November, 1918, the Seventeenth Machine Gun Battalion, of which outfit Brother George was a member, commenced its march from the battle fields, which march terminated on the 6th of December when they reached the village where they were billeted, or rather where Company "A" of said battalion stayed for about five months. En route they passed through the following towns and villages of France, Poncho all this while marching along with them:

Senoncourt, Sommaine, Lisle en Bourriss, Brillon, Camouilly, Fays, Brachy, Bouzencourt, Les Colombey les 2 Eglises, Vaudremont, Montribourg, Gurgyle-Chateau, finally reaching Poinsetot on the 6th of December.

Besides these places and the thirty-three days spent in the trenches, and about two weeks of open fighting in the Argonne, at which place when the outfit was out of rations for three days at one time, Poncho was forced to subsist on field mice which he caught (better off in this respect than his human friends), Poncho has been for about a year in Camp Forrest, Chi-



camagua Park, Ga. About a month in Spartansburg, S. C.; has been in New York, in Newport News, Va., Camp Custer, Chicago, and Milwaukee, Wis., where brother George visited brother Edward. At that time The Milwaukee Sentinel (its issue Sunday, June 29) published the picture of George and his dog with the following comment:

**"PONCHO AND HIS MASTER**  
 "Poncho," two years'-old veteran of the World War, visited The Sentinel Office on Thursday.

"Born on the Mexican border during the chase for Villa, he became Villa's namesake and has since weathered more than a year of overseas service. 'Poncho' is just a dog—a white fox terrier, the mascot of the Seventeenth Machine Gun Battalion, with which he served.

"He is the property of George B. Viking of the Sixth division. The two have just returned from France and stopped off at Milwaukee to visit Viking's brother, Edward Viking, of the Sentinel composing room staff.

"The dog has had few worries—it was Viking who had to worry about smuggling 'Poncho' past inquisitive M. P.'s and keeping him with his company. Active service in the Vosges mountains, where he lived in the trenches for thirty-three days, doing his 'bit' by amusing and entertaining his comrades, and the campaign in the Argonne Woods are 'Poncho's' chief claim to fame."

The day following the appearance of above item one Miss Lenore H. Cawker, of 2016 Grand avenue, Milwaukee, a dog fancier who keeps a kennel, takes care of stray dogs, etc., and when anyone wishes to send the dog off to "the happy hunting ground" she will have the work done in a humane way, called up brother Edward, but was very much disappointed when she learned that Poncho by that time was away up in Northern Michigan. She wanted so very much to have seen him.

Now I shall quote the following from "History of Company 'A,' 17th Machine Gun Battalion," written by Lieut. Merrill L. Hummel of Carlisle, Pa.

"This history would be incomplete were not reference made to one of its oldest, best known and most highly honored members. A hero of many an encounter and escapade, some being known to the men of the outfit this soldier is greatly admired by his fellow soldiers. Enlisting at Douglas, Arizona on the 21st day of March, 1917, during the Mexican insurrection, coming with his organization to France to participate in the great struggle for democracy, this young soldier has been an inspiration and help to many a weary man on the march by his exemplary fortitude and perseverance. He was never known to kick about his grub; he never complained to the supply sergeant with imaginary troubles; on details he was either present or absent, mostly absent. The only sign of dissatisfaction was an occasional growl and as every soldier indulges in that form of pastime, it was not such an unusual occurrence to excite much sympathy.

"Beginning his military career as a high private in the rear ranks, he had, by strict attention to duty and with added weight of a drag with the company officers and the top sergeant, succeeded in getting several promotions until he became sergeant. Unfortunately, while the outfit was back in France this soldier went A.W.O.L. and then there his chances for further promotion was blasted. The subject of this discourse honorably

wears a wound stripe in commemoration of an encounter with the iron heel of a typical army mule. If, perchance he met another of his kind and he was unaccompanied by any member or members of the company and it seemed as though a fight was in the air, his natural gift of diplomacy came to his rescue and he usually skilfully withdrew; if, however, the company was present he then knew that reinforcements were near at hand, and he would fight as only an American dog can fight. The men of Co. 'A' 17th M. G. Bn. will always remember the interesting and greatly admired mascot, Antonio Bum Poncho."

The following in re the master of Poncho, culled from said history may be of some interest:

"At this place (Mountfaucon) the famous order to 'beg, borrow, or steal rations,' was issued to the company commanders and from our company Sergeant Viking, with a detail of men was sent to carry out, in any one or all of the above enumerated ways, the said order. Sergeant Viking proved to be capable of correctly interpreting the terms of this order for he soon returned with his detail carrying ample provisions for supper and breakfast."

Although I may not be my brother's keeper still I am my brother's dog keeper, for the present at least, as Poncho has his home with us and I

can assure that he is a pet and receives better treatment than most of his human comrades of the great campaign for democracy.

As a fitting climax I shall here-with append a plea for the canine species taken from The Milwaukee Sentinel, for the 7th of November, 1919:

Just as a brave man makes this world a better place for all men to live in, so the noble dogs who distinguished themselves time and time again in the shell-swept allied trenches of France and Flanders have benefited all other dogs.

The Myers bill now pending in Congress, which prohibits vivisection within the District of Columbia and United States territories, is, to quote from its text, "an act of justice to the dog and a tribute to his wonderful war record."

The Wisconsin Humane Society has endorsed the Myers bill in a message to Senator Knute Nelson, chairman of the Senate judiciary committee, before which the measure is pending.

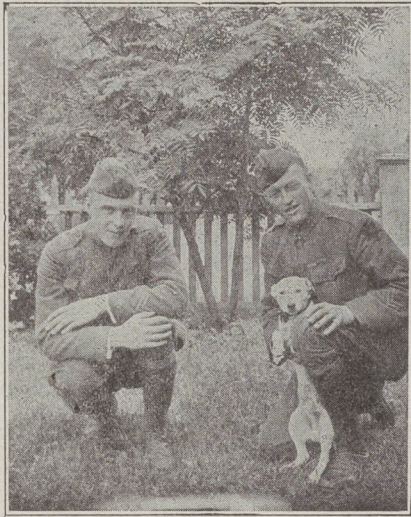
Miss Elsie Janis, who spent many months in France helping to bring cheer into the lives of the American doughboys, has this to say for their faithful four-footed comrades:

"During my happy months with the A. E. F. in France I had plenty of chance to study the important role played by the dog in the world's 'big show,' not only as an active friend in hundreds of cases, but as the friend and comforter of the fighting man. I could write a book on the bravery, usefulness and undying fidelity of that friend of mankind.

"I have seen dogs in the front line trenches, dogs that went over the top with the men, dogs that carried messages where a man would have failed, and now I come home to be absolutely shocked by the fact that Americans would even hesitate for a moment about passing a bill which would assure at least the lives of American dogs.

"I have always been proud of the fact that Americans were humane. All over Europe you may see horses being worked too hard, but even Germans are kind to their dogs. We spend thousands sending missionaries to barbarians in distant lands, trying to teach them the beauty of human kindness, and then at home our men of science boast of the fact that they can remove the spinal column of a dog and still keep the dog alive for a few hours—the dog, which is practically a member of the world's big family. Surely no barbarian could ever think of such arch cruelty; he might kill, but he is not educated enough to torture; such arts come with civilization.

"We are living in a very hardened world." One of the few remaining gentle things in it is love of animals. If science must be fed, let it be fed with animals that were made to eat, and leave our dogs—our only friends that nothing can change. Money, jealousy, greed, old age and a hundred other things can wreck human friendship, but the old



"Sergeant" Poncho and His Master and "Buddies"

"Bigger than Weather"

**The Premier Overcoat of America**

**A** COAT that every man needs in his wardrobe. Once worn, we are certain no other coat will quite take the place of this Patrick Product.

The fashionable lines, the excellent tailoring of Patrick Greatcoats, are as distinctive as the famous north country cloth of which they are made.

There is no other cloth just like Patrick cloth. It is essentially a north country fabric, made from the thick long-fibre wool of "sheep that thrive in the snow."

*The Patrick label, whether on Greatcoat, Mackinaw, Blanket, Robe, Sweater, Cap or Stocking means that it is made of pure long-fibre wool from northern sheep.*

Two books: Our new catalog contains many styles for men, women and children—and true-to-life Patrick colors. "Bigger Than Weather," by Elbert Hubbard. Both are free.

Ask your dealer for Patrick Products. If he does not carry them, we will gladly direct you to one who does.

**PATRICK-DULUTH WOOLEN MILLS**  
 No. 1 Avenue A Duluth, Minnesota

Pure Northern Wool from Sheep that thrive in the Snow

dog's tail that once wags for you wags on, come what may.

"Any one who had a boy in France, ask him about the dog that licked his hand when he felt blue and did not ask him for anything in return but a kind word. Ask him if he does not think the Myers bill should be passed. The doughboys would kill Germans like flies, but a dog is a boy's natural 'pal.'

"O, please, everybody let's pass the Myers bill."

**STUDENTS PRUNE TREES**

Ohio schools of vocational agriculture report class project work in taking care of near-by orchards. The students prune the trees, spray them, and use fertilizers on the soil, leaving a few trees untreated for check purposes.



**ABERDEEN-ANGUS 54,  
Herefords 7, Shorthorns 6  
Cross-breds 2, Mixed 1**



That's the official summary of the inter-breed steer grand championships at the Chicago International Live Stock Exposition since the first show in 1900. It covers single steer, steer herd, carlot and carcass. Aberdeen-Angus steers have won the carlot honors at 14 shows out of 18 and the carcass title 17 times to 1 for all other breeds, crosses and grades. Write for literature.



**American Aberdeen-Angus  
Breeders' Association**

817 CM Exchange Ave.

Chicago

**Chicago's High Record**



Yearling Shorthorn Steers sold July 20 at the Chicago yards at \$17.25 per cwt., the high price of the year. These Nebraska yearlings weighed 1,076 lbs. and sold for \$185.61 each.

July 22, 28 Shorthorn yearlings averaging 891 lbs. bred and fed in Illinois sold for \$17 per cwt., and averaged \$147.90 per head.

Last year 134 Shorthorn cows in Canada made milk records from 7,000 to 17,723 lbs., 31 from 10,000 lbs. up.

It pays to grow Shorthorns.

**American Shorthorn Breeder's Association**

13 Dexter Park Ave.

Chicago

**Fairland Stock Farm**

offers Hampshire and Shropshire rams and ram lambs by the carload or singly in crates at just a little above mutton prices; also a few ewes and ewe lambs.

**D. J. STAHLY, Proprietor**  
Middlebury Indiana

**OXFORD DOWNS**

Yearling Rams and Lambs  
Yearling Ewes, Breeding Ewes  
of all ages.

Write at once for prices

**HIGHLAND STOCK FARM**

W. D. MCGILL & SON, Props.

Breeders Pure Holstein, Friesian  
Cattle and Oxford Down Sheep.

TEMPLETON WISCONSIN

**Demonstrations Help  
Land Clearing**

JOSEPH A. JEFFREY, land commissioner of the D. S. S. & A. Railway, reports unusual interest in the clearing of land by means of combined use of dynamite and machinery, as the result of demonstrations recently held along the route of the company's right of way.

"I believe that a great many acres of land will be cleared this season that might not have been touched had it not been for the demonstrations," Mr. Jeffrey said.

**Show Ring's Value in Fostering  
Better Cattle**

THE visitor at the large cattle markets of the United States twenty to thirty years ago, viewed a much different type of cattle than the visitor sees today at the same yards. Steers came to market then 4 to 6 years old and even older. They were larger, rougher and represented much more feed and labor, than the present day type. A visit today will still show thousands and thousands of narrow thin scrub beeves yet the general type and conformation has been improved. The ages of these cattle are found to be for the most part yearlings, two's and three's. From the standpoint of breeder, feeder, packer, and consumer, the earlier maturing, easier feeding type has proven the most profitable and most satisfactory.

The breeder and feeder desires steers which will produce the greatest amount of high quality beef, from the least feed, in the shortest possible time. The younger type of cattle do not tie up the capital for half the time that was formerly thought necessary to produce a marketable beef and a quicker turnover of the working capital is thus possible. Higher priced farm lands, feeds, and labor have made these changes necessary. No doubt the transition would have taken place without the influence of our live stock fairs and shows but I think all will agree that the changes have been brought about much more quickly than would have taken place otherwise. It was at the shows that the stockmen first saw what could be done in feeding younger cattle. Of course the change was gradual but in the contests at the shows some exhibitor would present for approval a superior single steer or carload lot that were equal to other steers on the ground in every respect, yet much younger in age. A novice could readily see the advantage of this in the production of beef since the production in a shorter time meant less feed, less expense, and a quicker return.

There is an old saying, "that seeing is believing," and to see one has to attend the stock shows. The pride of every man in every business is to do his work better than his neighbor and when he has accomplished this the natural thing to do is to show his neighbor what he has done and compete with him. The live stock shows furnish a medium for this competition, hence the most modern methods are exposed and explained to the public. As a result the fairs and shows have become the school for the breeder and feeder. When the best judges in the country of the best cattle in the country made younger animals the champions and grand champions, breaking the time honored precedents, it caused the cattlemen to think along different lines and create new ideas.

When you or I go into a store selling merchandise of any sort, from drugs to hardware, we find the merchant has ample space to display his wares. There are show cases, displays, and show windows. In merchandising, it has been found essential to have abundant space to present to the public the articles he has for sale. The live stock shows are the show windows of the cattleman. Here are to be seen the best that is being produced in every branch of the cattle business. Depending of course upon the extent of the show, the classes range from the best single steers to carlots of short fed cattle, feeder cattle, and prime beeves of various ages. The qualifications for certain classes require that record be kept of the amount of feed used in making the gains and the keeping of an accurate record showing the cost of gain which facts are taken into consideration when the judges arrive at their conclusions. The stockmen can go to the show, study the various types presented, and determine what are the best methods to follow for his own conditions. He is enabled to see

the type of cattle which bring the most money as feeders and those which gather in the high dollar as prime beef.

The show is the university of the cattle business. Not only does the show stimulate the breeder and feeder of market cattle to handle a better type of cattle, but it interests them in the methods by which the better classes and grades of market beef are obtained. In order to demonstrate to the farmer and cattlemen the merits of their breed and their own cattle in particular, breeders of pure bred cattle maintain and exhibit at the leading shows and fairs, animals and groups of animals representative of their herds. These show herds represent the best cattle that are being produced. The purpose in exhibiting these show herds is to show the farmer what can be done through intelligent feed, care, and breeding. To the average stockman, the view of these cattle inspire the desire to use better sires and improve their herds. It gives them an opportunity to study the types of cattle produced by the different breeders and thus know where he may purchase the class and type of bulls he desires when in the market for such stock.

Each class of the show and show ring is a lesson to every breeder. There the opportunity is given to study carefully the various types produced by the different breeders, compare the cattle of the same ages, etc., bred by the several exhibitors. The visitor is enabled to judge by comparison the strong points and weaknesses of the cattle exhibited and determine the ideals which he thinks best. Also the opinions of the best judges are unfolded before the eyes of the visitor. From these exhibitions a comparison of one's own judgment may be made with that of the official judges who are picked as being authorities in their line. Furthermore, one can attend a large fair or stock show and in a week see representative exhibits from a great number of herds. If one endeavored to go to the respective farms of the owners, a great deal more time would be consumed, considerable larger expense incurred, and direct comparison of the animals from different herds would be impossible.

From an exhibitor's standpoint and the person in the market for high class stock, the show provides a meeting place and an opportunity for immediate and future business.

There are but few persons in this world who do not love an animal of some kind, whether a dog, cat, horse, rabbit or cow. There are others who have a hobby for fine paintings, works of sculpture, art, etc., but there is no class of people who take more pride in their work than the breeder of pure bred cattle and what greater artists are there than the man or woman, for we have many women breeding pure bred cattle who mate living creatures producing and developing these creatures to the utmost perfection possible. This is an art that we find in practically every case is shared in by all members of the breeder's household and is usually carried on by the younger generations as the years go on.

There is a famous saying that, "no matter how far off the beaten track a person is, if he can make a better mouse trap than already has been made, a beaten path will lead to his door to obtain the same." This applies to the breeder of superior cattle but it is unnecessary to say that if the breeder will take these cattle out to the world and show to the world what he has done the grass will be worn from that self same path much sooner and with greater profit to the owner.

Boys in the vocational agriculture class at Cleveland, Tenn., are starting broods with Rhode Island White eggs, a variety newly tried in that community.



# Six Million Meals and What They Mean

IN 1894, when the Southern Pacific took over from the Pullman Company the operation of the dining car service, the company was the proud possessor of five "rolling restaurants." Three operated between Truckee and Ogden, one between Oakland and Sacramento and the fifth between Oakland and Lathrop.

Today the Pacific System has eighty-four dining cars and the Atlantic System twenty-one, making a total of 105, the largest number operated by any railroad in the country.

On the Pacific System alone over 6,000,000 meals were served last year by the Southern Pacific's Commissary Department under the direction of S. M. Estabrook, manager of the dining cars, hotels and restaurants.

Those 6,000,000 meals were served under a variety of conditions, locations, time and circumstances that no organization save that of a great railroad could successfully meet. While the Southern Pacific passenger was being whisked through the heart of the desert at fifty miles an hour he sipped his ice water and regaled himself with delicious ice cream without troubling as to how the miracle was accomplished.

Metropolitan cafes meet the high cost of modern service with a "cover" charge that far exceeds what the traveler pays for a satisfying meal served by the Southern Pacific. Yet the "overhead" on a dining car, measuring only seventy-seven by nine feet, is larger than any restaurant or cafe of similar size in the world. In addition to the high cost of railroad operation there is the high cost of the service which the American public demands and receives. New supplies of

Irish linen which formerly cost the Southern Pacific \$50,000 a year, now represent an outlay alone of over \$130,000. Over 10,000,000 fresh pieces were placed on tables in 1919, and the laundry bill amounted to \$82,000.

Silverware, glassware, china, cooking utensils, fuel, light, heat, labor—

all are numbered among the things which have driven many a hotel manager to despair and many a housewife into open rebellion.

Commissary and other expenses are such that when the average guest sits down on the dining car, the company has already expended in his behalf

67.4 cents before he has been served with any food.

Some idea of the problems that confront Manager Estabrook may be gained from a statement of the amount of food products which the company is called on annually to go out in the market and buy. Last year the Commissary Department bought 1,190,730 pounds of potatoes, an average of over 3,000 pounds a day; it invested in 240,000 pounds of sugar, 123,000 pounds of coffee, 200,000 gallons of milk, 4,900 gallons cream, 270,000 dozen eggs, 201,000 pounds of butter and other products in proportion. Its bill for thirteen staples alone, not including meats or canned products, ran up to \$750,000.

Then there are such trifles as 82,000 menu cards and 6,000,000 checks, 1,000,000 "suggestion" and "special" slips and other printing costs.

The average restaurant has no repair bill worth considering, but the wear and tear on a diner is such that one out of every eight cars is constantly in the shop, and that means more money.

As to heat, ice, upkeep, schools for waiters, etc., a volume could be written on each, but enough has probably been cited to justify the assertion made by one caterer of national prominence:

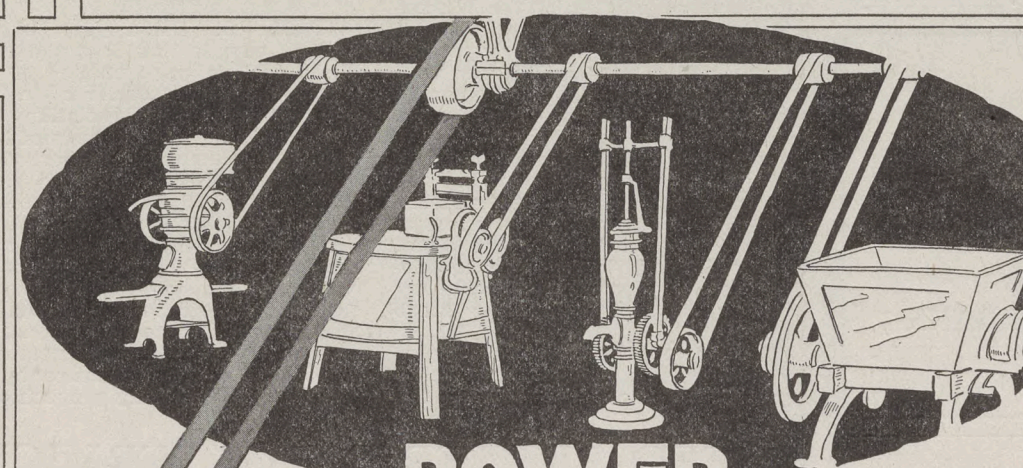
"The dining car is the commissary marvel of the age."

S. M. Estabrook, manager of the Commissary Department, believes there is a lot of wisdom contained in the following rules of conduct which a prominent executive laid down for the guidance of department heads. We

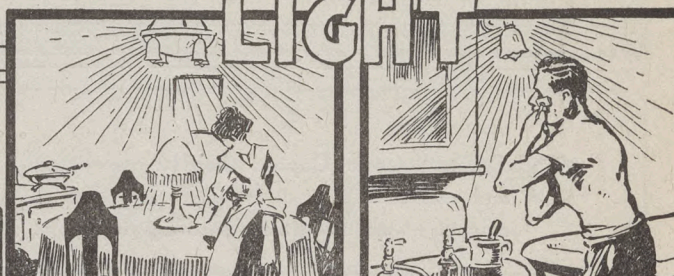
(Continued on page 26)



Interior of a Southern Pacific Dining Car Which Caterers of National Renown Declare "the Commissary Marvel of the Age." The "Overhead" Expense of the Dining Car is Greater Than That of Any Cafe or Restaurant of Similar Size in the World.



POWER



LIGHT

MARSWELLS

Home Light and Power Plant.....

MARSHALL-WELLS COMPANY, DULUTH, MINNESOTA

For a few cents a day, the MARSWELLS gives up-to-the-minute Electric Light and Power service all through your Farmhouse and Outbuildings; the School, Theatre, Church, Hotel, Factory, Store, House Boat, Camp, Summer Cottage, etc.

In this northern climate, our evenings are long. The pleasure during those hours, even in the home itself, may largely depend upon its brightness.

Our first considerations should be for our surroundings—to work and live under the most favorable conditions. Why not have home comforts in the country, as well as in the city?

The MARSWELLS will heat a flat iron, or operate a washing machine, ironer, vacuum cleaner, pump or air compressor for water-supply system, an emery wheel or grindstone, milking machine, separator and churn, potato digger, sewing machine, electric fan, hair-dryer, toaster, coffee percolator, or what-not.

It will grind feed, polish plowpoints, and sharpen tools—a good investment, is the MARSWELLS.

Send for a book of suggestions about lighting the home and re-charging the automobile battery with the same motor. Give us the name of your favorite hardware dealer.



*The Only Trust Company In Cloverland*

# Superior Trust Company

HANCOCK, MICHIGAN

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THE SUPERIOR TRUST COMPANY

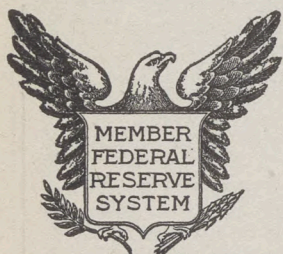
is authorized to act as:

Executor and Trustee Under Wills.  
 Administrator of Estates.  
 Guardian of Minor Children, Insane and Mentally Incompetent Persons.  
 Assignee and Receiver of Insolvent Estates.  
 Agent for the Registration of Certificates and Transfer of Bonds and Stocks, and the Payment of Coupons, Interest and Dividends.  
 Trustee for the Execution of a Trust of Any Nature.

## Correspondence Solicited

**O**UR Certificates of Deposit afford a convenient and secure manner of investing any desired amount—with the principal always available.

CITY NATIONAL BANK  
 of Duluth



**C**ATTLE and Sheep Men locating in this vicinity will find us both able and willing to assist them.

## SAULT SAVINGS BANK

“THE BANK FOR YOU”  
 SAULT STE. MARIE, MICH.

## AMERICAN EXCHANGE NATIONAL BANK OF DULUTH, MINNESOTA

Checking Accounts	Foreign Exchange
Savings Accounts	Safe Deposit Boxes
Travelers' Checks	Bond and Trust Department

Total Resources, December 31st, 1919 . . . . . Over \$20,000,000.00



Joy-riding on the Ice, and Going Some Without Danger or Fear of the Motorcycle Cop.

## “Outside, Please, Outside”

(Continued from page 11)

that before we can combine the amusement and entertainment phase of the winter season with a realization of its possibilities as a health builder and revenue-getter, and before the municipalities will take hold with a vim to make it a go, our city officials will have to be talked to *by hand*—and shown, in black and white, where thousands of

dollars are going to waste every winter because they do not *see the light*. We should have a school of instruction, with a couple of live-wire Canadian sport organizers to hammer home the argument. At any rate, let's think it over seriously before this winter. Surely it merits the thoughtful consideration of every good Cloverland booster.

## COW TESTING WINS U. S. BONUS

Wisconsin and Michigan are the only midwestern states which will continue to receive federal aid in their cow testing work next year.

This recent announcement by E. T. Meredith, secretary of agriculture, is considered by officials of the Wisconsin College of Agriculture to be a recognition of the unusual expansion of cow testing work in Wisconsin.

“Today,” says A. J. Cramer, in charge of cow testing in Wisconsin for the University of Wisconsin, “the state has 110 cow testing associations, which are actively eliminating the low producing dairy cows of their members. This number is far in excess of any other state. Furthermore all of the members of 42 of these associations use only pure bred sires—they have entirely eliminated the scrub bull.”

“Recently reductions in federal appropriations for the department of agriculture, made it necessary for the

department to abandon its financial aid for cow testing work to ten eastern and mid-western states which were formerly on the list of states receiving federal support. Wisconsin is one of the few states in the country retained on the list.

“Yields of butter fat obtained in the cow testing associations of Wisconsin is an example of their constructive work,” declares Mr. Cramer. “Thus in 68 associations 3,169 cows yielded over 40 pounds of butter fat, a considerable number yielded over 50 pounds, and some as high as 96 pounds in 30 days. A knowledge of how to pick the profitable animals, and how to handle them to secure high production is a part of the educational work done by the associations and their testers, which can hardly be estimated in dollars and cents. The work is progressing so well in Wisconsin because farmers find it to be a paying proposition.”

## NEED BETTER WIRE SERVICE

Hundreds of thousands of dollars yearly are lost by farmers through errors in telegraphic transmission of prices.

Because of this fact, the Michigan State Farm Bureau will cooperate in the movement of shippers and business men to obtain a new telegraphic message classification, which would make telegraph companies liable for the full actual loss, damage or injury, caused by failure to transmit messages properly and accurately. A hearing on this subject was held at New York on July 26, when representations of the Michigan State Farm Bureau, Chicago Board of Trade, National Traffic League, and others interested were heard.

An example of how vitally a new method is needed is the case of a large fruit shipper in southern Michigan. He quoted grapes extensively over the middle west by telegraph at 13c per pound in carload lots. Only one message went through at 13c. All of the other messages went through at 18c. Thousands of dollars were lost to this shipper as his competitor was able, as a result of this error, to dispose of his stock at 15c.

A graduated insurance system on messages is what is desired, similar

to rules governing insurance of express shipments, that is, shippers desiring protection against error in a telegraphic message would have the privilege of setting a value on that message and pay a rate based upon the amount of liability they desire telegraph companies to assume.

## State Aids Hen Drive

**A** DRIVE on the scrub hen will be made during August, September, and October by forces representing the extension division of the University of Minnesota, the Minnesota Farm Bureau and poultry organizations in various counties.

The scrub hen is to be ousted by the proper culling of farm flocks. The oldest and fattest fowls are generally the poorest layers and they must go to make room for better stock. Fowls of medium class which show a fair profit will be retained. Hens suitable for breeding stock will, of course, be given leading place in the flocks.

Put saltines together with white frosting mixed with peanut butter. Use instead of cake at luncheon.



# Why Should Our Bankers Be Interested in Birds?

By C. G. KREUGER

Cashier, First National Bank of Wausau, Wisconsin

Bankers are peculiar people; interested in so many things, ready to help in the promotion of all that is good and helpful, the better you know them the more you like them.

**I**T HAPPENED just like this: The cashier of the First National Bank, visiting the south, happened to stop off at Louisville, Kentucky, and always being interested in what other bankers are doing, stepped into what, from the outside, appeared to be a very busy bank, and after talking with several of the officers, he soon discovered the reason for all the business and the good nature that was evident in the banking room.

He found that the men in the bank were interested in all of the activities of their customers, especially did he find these people interested in making agriculture profitable and successful. One of their ways to help the farmer was to conduct annual Bird House Building and Bird Painting contests. You will ask, "Well, what has the

building of bird houses or the painting of birds to do with farming?" The fact of the matter is birds are not only nice to look at and we not only enjoy their songs, but they are very useful to us all. Without our bird friends, the insects and bugs and other crawling things would soon destroy our crops and we would suffer hunger. We can therefore, from a purely selfish motive, welcome our bird friends and make their stay among us undisturbed.

But there is another side. Who does not love to see a beautiful bird flit to and fro, singing his happy song, and trying his best to be friendly with his human neighbors? We can well afford to make these bird friends of ours welcome and happy in our midst and no boy or girl should ever destroy a nest or a single bird life, but constantly plan for their comfort and well-being by building comfortable homes for those that like to live in our hand-made bird houses, and provide plenty of clean water for drinking and bathing purposes, and in the winter time be especially thoughtful of those of our bird friends remaining with us. We will be repaid in many ways for thoughtfulness and kindness toward these friends of ours.

The local contest was a big success. More than 600 boys and girls built houses and painted birds, and they all had a mighty happy time doing it. Birds, like human beings, have funny notions about the houses in which they want to live. Before you build a bird house, we would advise you to carefully study the habits of the birds for whom you are planning to build a house. Mr. Wakelin McNeel, our county Y. M. C. A. secretary, we have discovered, knows a good deal about birds and their habits, and we would suggest that you have him tell you about them.

## Fertilizer Shortage

Because of a general shortage of materials and the uncertainty of the freight situation, farmers should order fertilizers for fall grains early this year. Acid phosphate is reported to be very scarce, and those who order late will not be able to obtain it at all, warns Dr. M. M. McCool, head of the Soils Department at the Michigan Agricultural College.

"It is advisable that fifteen tons or more be ordered in a lot," says Dr. McCool, "since this saves freight to the consumers. Fertilizer prices are somewhat higher than they were in the spring, but their use is profitable when the prices of grains are considered. At the present time it requires about one bushel of wheat to pay for 200 pounds of acid phosphate, and about 2 bushels of rye. To exchange for a 75 pound dressing of nitrate of soda or ammonia sulphate, about one and one-quarter bushels of wheat and two bushels of rye are required."

Fertilizer tests on the main soil areas of Michigan, conducted cooperatively by members of the soils section of the college experiment station, farmers, and county agents, are showing up well this year. Wherever acid phosphate has been applied, except to very productive soils, splendid results are found. About thirty top dressing tests with both nitrate of soda and ammonium sulphate on rye and wheat growing on sandy soils that have not produced clover for a number of years, or have not been manured recently, show promise of fine returns.

Where nitrogen is used it is customary to apply about 25 pounds in the autumn and about 40 to 50 pounds per acre in the spring, just after growth begins, according to Dr. McCool.



## Bankers of Cloverland

Have played a big part in the development of this rich and growing territory. Their progressive policy in financing business and industry has turned the eyes of the Northwest upon Cloverland.

The First Wisconsin's facilities for handling the accounts of banks are unexcelled. We invite inquiries from bankers in Cloverland seeking a Milwaukee connection.

**FIRST WISCONSIN  
NATIONAL BANK  
Milwaukee**

## Bank by Mail

**W**HEN it is inconvenient for you to come to town you need not worry about transacting your banking business. The First National Bank is as near your door as the telephone or mail box. A telephone call or a letter to this bank will receive prompt and careful attention. You will find it helpful at all times to make use of this service.

Saving adds 100% to the satisfaction of spending. The saver is a wise spender—gets his money's worth.

Special attention given and facilities offered to out-of-town patrons.

## First National Bank

MARQUETTE, MICHIGAN

DESIGNATED UNITED STATES DEPOSITARY

Capital, Surplus and Undivided Profits In Excess of \$300,000

Co-operation among the farmers has proven exceptionally profitable.

We have over 20,000 members, who are co-operating in Saving. Today we have over \$6,880,000.00 making profits for them.

The largest Building and Loan Association in Michigan.

We have to offer to members at this time our pre-paid dividend stock on which we send check for interest at the rate of five per cent every three months. The dividend comes regularly—no fuss or bother.

Any time you want any part or the whole of your money—it can be withdrawn.

Send in your check NOW and receive your Dividend, October 1st.

\$80.50—a share pays \$1.00 quarterly.  
\$805.00—10 shares pays \$10.00 quarterly.  
\$8050.00—100 shares pays \$100 quarterly.

**Detroit & Northern Michigan  
Building & Loan Association  
HANCOCK, MICH.**

Under State Supervision

Authorized Capital, \$50,000,000.00

**First National Bank of  
Iron Mountain  
Iron Mountain, Michigan  
Resources Over \$1,600,000**

Officers:

E. F. Brown, President; J. C. Kimberly, Vice-President; W. J. Cudlip, Second Vice-President; F. J. Oliver, Cashier; Leo H. Mortensen, Assistant Cashier; J. W. Franson, Assistant Cashier.

Directors:

E. F. Brown, J. C. Kimberly, W. H. Scandling, A. Bjorkman, W. J. Cudlip, R. W. Pierce, Jr., R. C. Browning, G. O. Fugere.



These Strong Cloverland Banks Are Ready and Willing to Give Every Possible Cooperation to New-comers. They invite Correspondence.

**First National Bank of Calumet**

Calumet, Michigan

Capital \$200,000.00

CALL IN AND SEE US  
We are always pleased to serve you

Officers: John D. Cuddihy, Pres.; Edward Ulseth, Vice Pres.; Edward F. Cuddihy, Cashier; Daniel C. Harrington, Asst. Cashier; Pierce Roberts, Asst. Cashier

**First National Bank of Menominee**

Menominee, Michigan

Resources Over \$2,000,000.00  
Oldest and largest Bank in Menominee County and under same management for 32 years  
Depository for United States and State of Michigan

Officers: G. A. Blesch, Pres.; John Henes, Vice Pres.; C. W. Gram, Cashier; A. J. Klumb, Asst. Cashier

**First National Bank of Bessemer**

Bessemer, Michigan

Capital, Surplus and Profits, \$150,000.00

Oldest Bank in Gogebic County

**The Lumbermen's National Bank**

Menominee, Michigan

One of the Oldest and Strongest Banks in Cloverland

Officers: Warren S. Carpenter, Pres.; Wm. Webb Harmon, Cashier

**ESCANABA**

is the leading city in Cloverland

The leading bank in that city is the

**Escanaba National Bank**

Correspondence invited

**Commercial Bank of Menominee**

Menominee, Michigan

"The Bank of the People"

Invites correspondence from prospective settlers. Correspondence by mail with us

**The First National Bank of Alger County**

Munising, Michigan

Officers: William G. Mather, Pres.; G. Sherman Collins, Vice Pres. and Cashier; John N. Korpela, Asst. Cashier

**Houghton National Bank**

Houghton, Michigan

United States Depository  
Capital ..... \$200,000  
Surplus ..... \$200,000  
Undivided Earnings ..... \$250,000

Officers: J. H. Rice, Pres.; W. D. Calverley, Vice Pres.; A. N. Baudin, Vice Pres.; C. H. Primodig, Cashier; R. T. Bennallack, Asst. Cashier; Edward Rompf, Asst. Cashier; F. C. Stoyler, Asst. Cashier.

**The State Bank of Ewen**

Ewen, Michigan

Officers: L. Anderson, Pres.; J. S. Weidman, Jr., Vice Pres.; E. J. Humphrey, Vice Pres.; A. M. Anderson, Cashier. Directors: L. Anderson, Calderwood, Mich.; J. S. Weidman, Jr., Trout Creek; E. J. Humphrey, Ewen; J. N. Howlett, Bruce Crossing; J. F. Foglesong, Ewen; Nugent Dadds, Ewen; A. M. Anderson, Ewen.

**The Newberry State Bank**

Newberry, Michigan

Capital, \$30,000.00  
Surplus, \$6,000.00

A General Banking Business. Commercial and Savings Departments  
3% Interest paid on Savings Deposits

Officers and Directors: F. P. Bohn, Pres.; W. G. Fretz, Vice Pres.; L. H. Fead, Vice Pres.; E. M. Chamberlain, Cashier; E. L. Fretz, Andrew Weston, J. C. Foster, Matt Surrell

**First National Bank of Iron River**

Iron River, Michigan

Capital, \$50,000.00  
Surplus, \$20,000.00

We invite letters of inquiry regarding Iron County

Officers: Ellsworth S. Coe, Pres.; Wm. J. Richards, Vice Pres.; A. J. Pohland, Cashier

**First National Bank of Sault Ste. Marie**

Sault Ste. Marie, Michigan

Since 1886 this strong bank has been interested in the growth and development of Chippewa County.  
Correspondence invited

Officers: R. G. Ferguson, Pres.; Otto Fowle, Vice Pres.; Chase S. Osborn, Vice Pres.; E. H. Mead, Vice Pres.; Fred S. Case, Vice Pres. and Cashier

**First National Bank of Marquette**

Marquette, Michigan

Over \$2,000,000.00 Resources

Officers: Louis G. Kaufman, Pres.; Edward S. Bice, Vice Pres.; Charles L. Brainerd, Cashier

**First National Bank of St. Ignace**

St. Ignace, Michigan

The oldest and largest Bank, and the only National Bank in Mackinac County

Your business inquiries will receive prompt and courteous attention

Officers: O. W. Johnson, Pres.; E. H. Hotchkiss, Vice Pres. and Cashier.

**Marquette National Bank**

Marquette, Michigan

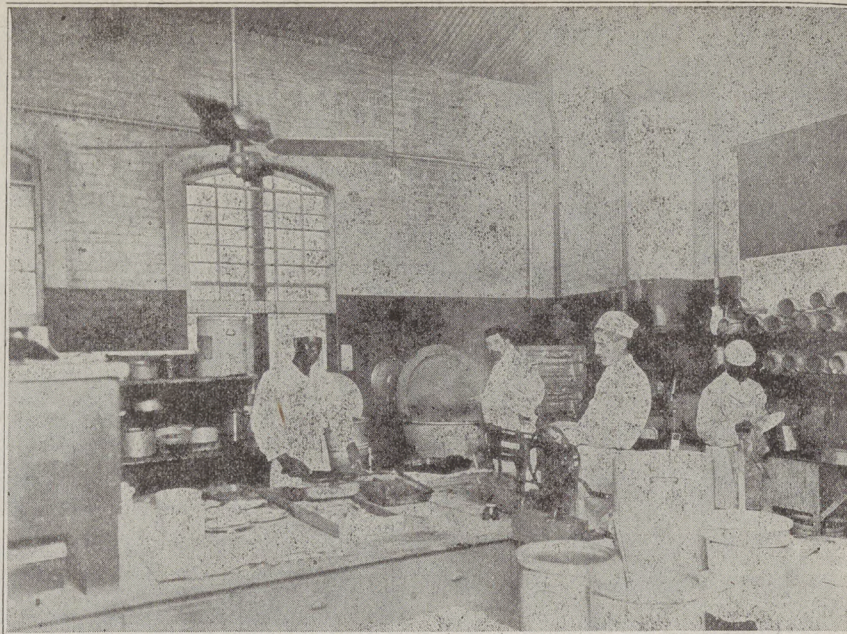
Capital and Profits, \$160,000.00  
United States Depository  
We invite correspondence

Officers and Directors: J. M. Longyear, Pres.; D. W. Powell, Vice Pres.; Chas. H. Schaffer, Vice Pres.; F. J. Jennison, Cashier; H. R. Fox, Asst. Cashier; E. A. Brown, Asst. Cashier; Daniel W. Powell, Austin Farrell, Chas. H. Schaffer, Frank J. Jennison, A. T. Roberts, R. P. Bronson, E. L. Pearce, J. E. Sherman, J. D. Reynolds, John M. Longyear

**The Marquette County Savings Bank**

Marquette, Michigan

Officers and Directors: H. L. Kaufman, Pres.; S. R. Kaufman, Vice Pres.; G. A. Carlson, Cashier; O. E. Barber, Asst. Cashier; E. J. Hudson, E. S. Bice, Louis G. Kaufman, Chairman Advisory Committee



Corner of Commissary Kitchen Where Food is Prepared for the Dining Cars. The Bill for Thirteen Staples, Not Including Meats and Canned Goods, is \$750,000 a Year.

**Six Million Meals and What They Mean**

(Continued from page 23)

think so, and herewith print them as they were sent by Mr. Estabrook to stewards and others all over the system:

Be sure you know the subject of your instructions before you give them. Knowledge of your job always commands respect from those associated with you.

Encourage your men to come to you for information, and take pains to look it up and supply it. Help them in anything they may want to study.

Train them to think for themselves by putting it up to them on all proper occasions and explain why you do it.

Always be considerate of inexperience. When reproof will correct a small fault it is almost always a mistake to inflict punishment.

Be absolutely just. All kinds of

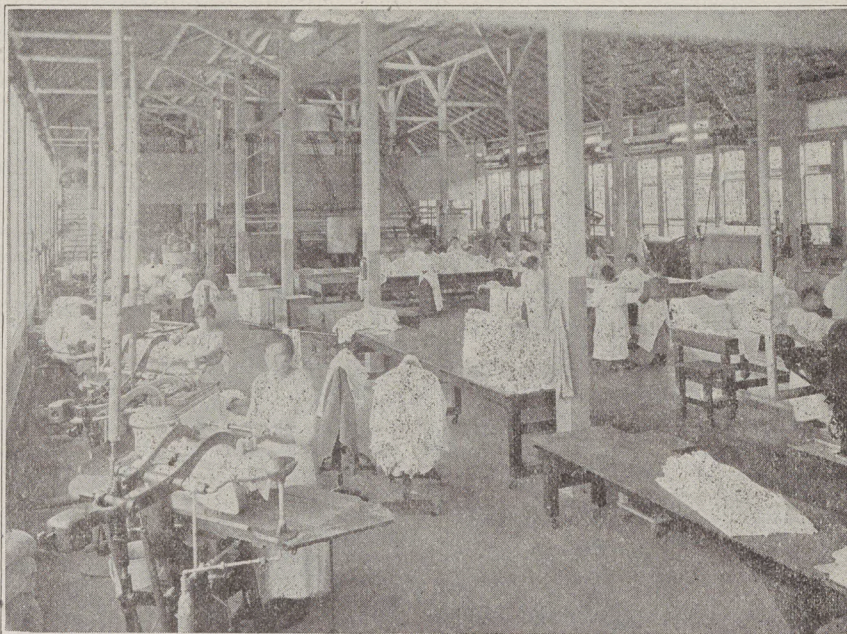
men respond to the square deal.

Avoid harshness in manner or method. Let penalties be inflicted in sorrow, not anger. Always give the man the benefit of any reasonable doubt.

Never hurt a man's self-respect by humiliating him before others. You will thereby impair his usefulness. A man who is called down in public will surely resent it. Frequent "sanding down" of your men is a common mistake.

Do not let the state of your liver influence your attitude toward your men.

Before you take any action or adopt any line of conduct that concerns one or all of your men, consider carefully its effect upon loyalty, development of character, upon the discipline of the organization.



The Southern Pacific Laundry Where 10,000,000 Pieces of Linen were Laundered in 1919 at a Cost of \$82,000.

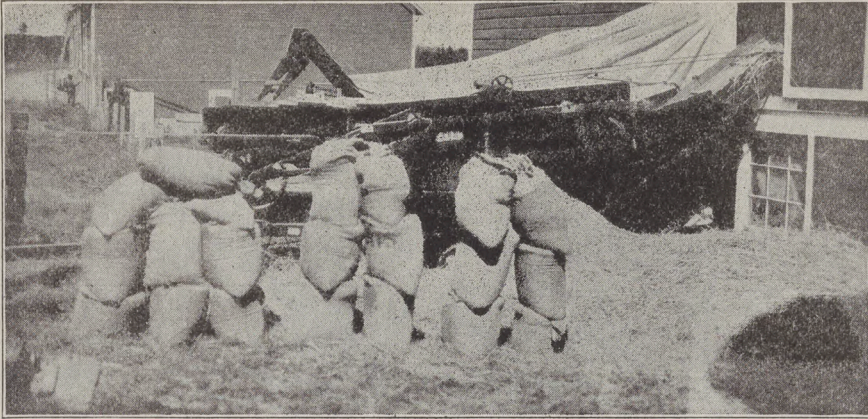
**Plowing for Fall Wheat**

FALL wheat will do best on land plowed and prepared at an early date, in order that the seed bed may become firm and well compacted. A large percentage of the wheat crop follows oats and barley, according to Prof. J. F. Cox of the Michigan Agricultural College, and after the removal of these crops this land should be plowed immediately to a medium depth.

"Many farmers are unable to take

time or to find help at this season of the year to do the plowing," says Prof. Cox. "In this case it is suggested that the stubble be thoroughly disced as soon as the oats or barley is removed. Then when plowed later the ground will be in a more mellow condition. A good seed bed—firm and well compacted—requires six weeks or two months after oats or barley. It can be compacted only by allowing time for settling and using the roller."





Time of Sowing Winter Rye and Yield per Acre, left to right: Sept. 1, 31.3 Bu.; Sept. 15, 26.1 Bu.; Oct. 1, 23 Bu.

## Field Crops in Northern Minnesota

(Continued from page 9)

this improved corn is being distributed. This corn is sufficiently early to produce seed in normal seasons, and being large and leafy it is one of the best for fodder and silage. We do not recommend it to be grown for ripe grain in this district except on farms that are very favorably located. Early flint varieties are preferable for ear corn and for hogging off, the common Squaw Flint corn being generally recommended.

Both the climate and the soil of north central Minnesota are favorable for potatoes. The potato crop is the main crop grown for market on most farms in the territory. Grown on land newly cleared or on land previously in clover, the yields are large and the quality unexcelled, so that on most farms the potato crop is given a place among the major field crops in the rotation.

Investigational work with potatoes has therefore been given due attention. This work may be summarized under the following headings: (1) Variety testing; (2) potato improvement; (3) fertilizer treatments; (4) cultural methods, and (5) field practice.

Variety testing has been carried on for the last twenty years, and has included a large number of varieties. The results from these tests have been reported from time to time in station bulletins. The most promising varieties, however, include those adopted in 1916 by the Minnesota Potato Growers' Association as the standard varieties for Minnesota. Since then the work has been limited to these eight standard varieties and one other, the "Itasca," a Green Mountain seedling propagated from seed gathered at this station by George F. Kremer of Grand Rapids.

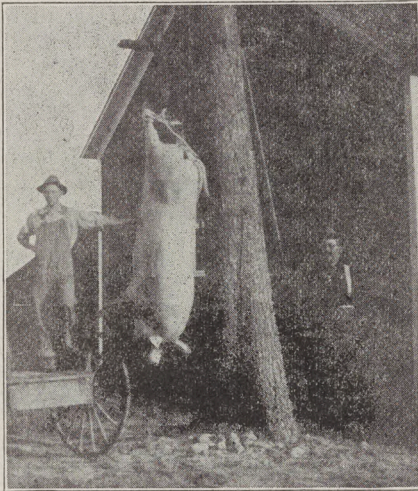
All varieties under test, except

Green Mountain and the Green Mountain seedlings, were purchased from growers in the state in 1916 and 1917 and were from the very best stock obtainable. The Green Mountain potatoes are from stock grown at this station for many years. Throughout the testing work this variety ranked as one of the largest yielders and is a most satisfactory all-round potato. The Green Mountain seedling, the Itasca, is quite similar to its parent in color of blossom, leaves and tubers. The vines, however, are less spreading. The tubers are smoother than those of the true Green Mountain and the ends are more rounded. There are fewer over-grown, rough tubers. The eyes are somewhat shallower. The flesh is uniform and firm. The cooking quality is excellent and the flavor pleasing.

The potato improvement work has for its main object the development of superior seed strains and their distribution to potato growers both in this state and in other states. This work is being done in co-operation with Dr. William Stuart, Chief of Potato Investigations in the United States Bureau of Plant Industry.

The practice at this station is to have clover precede potatoes in the rotation. The soil on most of the station fields is a sandy loam. If the meadow is infested with quack grass, it is plowed shallow after the hay crop has been harvested and left fallow without further tillage until late fall when it is thoroughly disked and left open for the winter. Stable manure is applied during the winter and early spring and is incorporated with the soil either by disking or by harrowing with a spring-toothed harrow. Just before planting the field is again plowed from six to eight inches deep

(Continued on page 40)



An Improved White Yorkshire Dressed 546 Pounds



Oats on Peat Land, left to right: Lime and Phosphate; Lime and Phosphate; Lime, Phosphate and Potash; Phosphate and Potash; Check, No Fertilizer.

# McCartney National Bank

Green Bay, Wis.

Capital and Surplus, \$600,000.00

We are deeply interested in the development of Northern Wisconsin along commercial, manufacturing and agricultural lines. Write or call and see us.

## Bridges Burned

(Continued from page 18)

conditions. He had entered a competition, therefore he decided to condition himself physically and mentally for the race. A doped pony cannot run, neither can a worried salesman sell goods.

In line with this decision, he took one of the best state-rooms on the Lucania, and denied himself nothing that the ship afforded. Every morning he took his exercise, every evening a rub-down. He trained like a fighter, and when he landed he was fit; his muscles were hard, his stomach strong, his brain clear. He went first-class from Liverpool to London; he put up at the Metropole in luxurious quarters. When he stopped to think about that nine hundred and twenty, already amazingly shrunken, he argued bravely that what he had spent had gone to buy condition powders.

On the way across he had posted himself so far as possible about the proposed Robinson-Ray plant. He learned that there were to be fifteen batteries of cyanide tanks, two high—eighty-four in all—supported by steel sub- and super-structures; the work to be completed at Krugersdorp, twenty miles out of Johannesburg, South Africa. The address of the company was No. 42½ Threadneedle Street. Threadneedle Street was somewhere in London, and London was the capital of a place called England.

He knew other African contracts were under consideration, but he dismissed them from his thoughts and centered his forces upon this particular job. Once he had taken a definite scent his early trepidations vanished. He became obsessed by a joyous, purposeful, unceasing energy that would not let him rest.

(To be continued)

One secret of success in drying fruits and vegetables is to avoid too long heating and too high temperatures.

## The First National Bank of DULUTH

At the Center of Cloverland

CAPITAL, SURPLUS and PROFITS  
**\$3,250,000**

THE development and progress of Northeastern Minnesota has for 38 years been the interest of this bank. In the future of this community and in the success of its people we have a vital concern

Talk your problems over with us or consult us by mail.

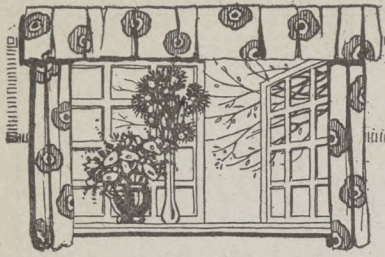
W. P. WAGNER, Pres. H. S. ELDRED, V-P.  
GEO. D. NAU, V-P. H. P. KLAUS, Cashier  
R. W. SMITH, Asst. Cashier

## Citizens National Bank

Capital and Surplus \$500,000.00

GREEN BAY, WISCONSIN





## Woman and the Home

By HARRIET L. HARLOW



# OUR SEWING CORNER FOR MOTHER and LITTLE SISTER

I WONDER how many of our mothers can remember when they first began to sew. Oh, how much fun we had sitting beside grandmother and learning to make the different stitches. Yes, that is what we have to do when we are wee little girls. "How many different stitches are there?" I hear one little Miss of seven ask.

Now, mothers, as the fall days come upon us with the cool evenings, why not teach little sister and possibly even big sister, to sew along with us? I have a little girl of ten and let me tell you the many things she has made. She began with her stitches on plain white muslin. Then came the hemming of towels, making small pin-cushions and needle-books, little doll aprons, a kimono, a fancy tea apron for mother with lace set in, a crash toweling sewing bag with name embroidered, a knitting bag, and last, but not least, an apron for herself of pink gingham trimmed with bands of white bias lawn, with a Jack and Jill embroidered on it.

She began to sew when she was eight and each year we take up a few

more steps. Now she uses the sewing machine with a motor attachment almost as well as her mother.

But first we must fit out the little Miss with her work basket, as it would spoil all pleasure to have to borrow from mother all the time. The work basket should contain:

1. Spools of cotton, white, Nos. 36, 40, 50, 60, 70, 80, also one of red, No. 50. One spool of basting cotton.
2. One little round emery bag to brighten and sharpen needles.
3. Pins.
4. A piece of beeswax.
5. A tape measure.
6. A pair of scissors.
7. A paper of needles—Nos. 5 to 10.
8. Some unbleached muslin.
9. Thimble.

And now, where do we place the thimble? On the second finger of the right hand. Then we must thread our needle. We hold the needle in the left hand with the eye up and we put the end of the thread broken off next the spool through the eye of the needle so that it will not kink.

Now mother must show the little Miss how to know the thread. This is very funny, of course, to the little girl, but after explaining that the knot holds the thread as she sews, she immediately must know how to fasten a knot.

### To Make the Knot

1. Wind the thread around the tip of the first finger of the left hand.
2. Press it with the thumb and roll the thread downward to the tip end of the finger.
3. Now bring the second finger over the thread on the thumb.
4. Then draw the thread tight with the right hand as you hold it.

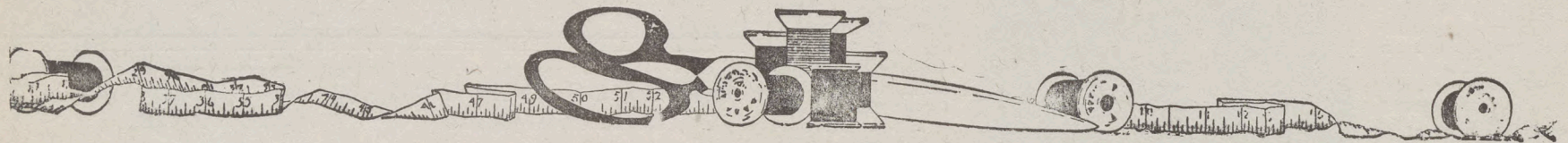
Now we have had our first lesson as we might think, and perhaps we can hear mother say, "Needles and pins! Needles and pins! This is where your lesson begins! Now, thread your needle and knot your thread, if you know how—just do as I've said."

"Very good," says mother, and now how many stitches do you know? The only ones she can really think of are basting, running and hemming, but



mother must name them all for her: Even and uneven basting; overhanding; running; catch stitching; back stitching; buttonhole stitch; half back stitching; darning; overcasting; blanket stitch.

"My goodness," says the little Miss, "I never dreamed there were so many, and, mother, will I ever learn them all?" If you will only follow up these little lessons which I am going to try and show you, I am sure you can. In the next number of our magazine I will show you the different stitches and how to do them.



## CARING FOR OUR WINTER VEGETABLES

DURING the months of July and August we can get a good many vegetables along with the fruits, but still there are many vegetables to be stored for winter use.

With most vegetables storage is preferable to canning, as it is cheaper, requires less work and the flavor is improved, due to the fact that the vegetables are placed in the dirt or sand.

Different vegetables have to be stored separately and in different ways. There is one requirement, however, that is common to all—the vegetables must be sound, that is free from decay or bruises. The late variety, or those known to be the best keepers, should be selected. It would be foolish to store early cabbage or early potatoes.

Cabbage should not be over-mature, as this causes the bursting of the heads. It must be handled with care, not bruised, and for cellar-storage, wrapped in paper and placed on shelves or in barrels in the coolest part of the cellar, where the temperature does not go below freezing.

Carrots, beets, turnips, rutabagas, parsnips and salsify all demand about the same storage conditions. The late varieties of these crops are best for storage. Carrots, beets, salsify and parsnips should be planted around May 1st to have the best storage crop. Carrots and beets should be stored in sand in a cool cellar and the sand moistened occasionally. Salsify and parsnips should be left in the ground and covered sufficiently deep to prevent freezing, as they are spoiled if frozen. They are better for use in the spring than fall.

Onions for storage should be planted early, particularly if seed is to be

used, in which case the seed should be sown as soon as the ground is fit to work. They should be allowed to mature fully, which will be noticed when the stems begin to drop over. They may then be pulled and allowed to lie in the sun for three or four days to

dry. The tops must then be taken off and onions placed in a warm, dry place. They must not be allowed to freeze nor must they be kept too warm.

The best squash for winter storage is the Hubbard. The squash and pumpkins should be kept in a fairly

dry temperature. Only mature specimens should be stored. They should be taken in late in the fall before the frost is sufficient to injure them.

There is still another method of winter storage of vegetables for the family who has a fairly large garden and a small cellar.

Cabbages, carrots, beets, turnips, parsnips and salsify may be stored outdoors, either in trenches or pits.

In this method of storage only the outer leaves of the cabbage are removed from the head and the stems left intact. The trench, about 6 inches deep, and wide enough to accommodate 3 heads of cabbage, placed sidewise, is dug on a well-drained location. Three or four inches of dry straw or leaves are placed in the bottom of the trench and the heads are placed in rows of three on this material. The stems of the outer heads are sloped toward the center. When the desired number of cabbages are in the trench they are covered with about 6 inches of soil. After the upper inch or two of the soil has frozen another layer of leaves or straw is put on to prevent alternate freezing and thawing. Pit storage does not differ from trench storage except that the pit is usually round and somewhat deeper than the trench.

Make your pan holders square and of very heavy cloth. Leave one side open so as to slip the hand in as into a pocket. This protects the back of the hand as well as the palm.

Instead of bothering with the troublesome corks in your salt and pepper shaker use gummed paper stickers over the holes.





# FASHION HINTS for FALL



THE day of gloves and veils is at hand again. You can wear your summer sailor hat and sport suit far into September, but spic span and neat must be your neckwear and gloves.

Very smart, indeed, with the fall suit, is a collar and cuff set, made of soft Irish linen and hemstitched in a neat and dainty border effect. With white gloves of washable kid the linen neckwear gives its wearer a trim, tidy look that is most engaging, and both neckwear and gloves can be laundered frequently and kept in spotless condition.

With the formal dancing frock for theater wear one must wear long gloves. That is fashion's mandate. The evening gloves come in 8, 12, 16 and 20 button length, and the smartest of these are made from suede. Be sure to get your gloves sufficiently large. Gloves that are roomy and loose are more comfortable after a trip to the cleaners, and evening gloves must be cleaned often and kept spotless.

To wear the veil right just now instead of hiding the border of the veil under the chin we find it *vice versa*, over the brim of the hat. Many new autumn designs are done in leaf design with heavy silk floss. They have odd hexagon patterns, being crossed by a finer, ladder pattern running crosswise.

Then, too, we must have plenty of little collar and cuff sets for the dinner dress and the smart blouses. Many are made of net, with yards and yards of lace ruffles. Others have straight collar effect, lace trimmed, with pretty designs embroidered and a bodice effect of ruffles of same material edged with lace. There is something very sweet and feminine about a close-fitting little short-sleeved bodice plus a frilled fichu in surplice style. No woman could hope to look mannish or efficient in such a combination, for it is essentially feminine and appealing.

Very pretty fishus are made from white chiffon, with a double frill scalloped and finely pleated. These fishus are very graceful when worn over simple little frocks of dark blue taffeta. Ruches should trim the short sleeves and several rows of ruches should be put on the straight gathered skirt. Then the gown is complete, with only the fluffy chiffon collar as a trimming.

There are few changes in fashions as the months move on toward autumn. Dresses of velvet or black satin still are very popular. The basque effect is used in the waist with the full skirt.

For early fall wear white still reigns supreme. Next to white it may safely be said that yellow is the chosen color.

The gowns and dresses of white for fall wear are made of heavy woolen stuff. Though expensive, white is always elegant and always desirable by reason of the many effects which may be made in a white toilette by a change of shoes, stockings, gloves or hat. Many suits made from white gabardine, bound with white braid, are shown for the cooler days of fall. Over the shoulders are thrown the jaunty fur capes.

I have had the privilege of seeing several new fur coats, which are already prepared for next winter. That the fullness flares considerably toward the hem seems a clear indication that fuller skirts in everything except tailored costumes will be used. Naturally, the fuller skirts will be longer.

The fur coat shown in the illustration is full length and decidedly practical with its full shawl collar, deep pockets and bell sleeves. But its very simplicity creates an atmosphere of luxury which appeals to matron and maid alike.

## Fashions in Brief

HATS with transparent brims are in favor for dress occasions.

The Scotch plaid silk blouse, brought out earlier in the season, now has an active and very attractive rival in the blouse of plaid or checked gingham.

Pink-checked batiste, sheer but not too sheer to be practicable, and embroidered in satin stitch with roses, daisies and other flower designs, is shown among exhibits of pretty lingerie.

Old neckties make beautiful patch work comfort tops or couch covers.



Lauerman Brothers Department Store, Marinette, Wis.

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You can purchase by mail just as satisfactorily as if you were in Lauerman's Store in Marinette, doing your buying personally. Your goods are shipped same day order is received.

YOU CAN SAVE TIME, FREIGHT AND MONEY BY SENDING IN YOUR MAIL ORDERS TO US.

It will be of great benefit to you to have your name on our mail-order list and receive price lists and quotations on whatever you need.



## As Standard as Gold

There are certain grocery products that are as standardized as gold—as dependable as the seal of the government.

They give character to a store, establish confidence in the storekeeper, and in the long run yield more profit than fly-by-night products.

You know them. Name them one by one, beginning with

# ROYAL Baking Powder

*Absolutely Pure*

Made from Cream of Tartar, derived from Grapes

*It pays in more ways than one to sell Royal*

*Sunset  
Club*

## Truly a Quality Coffee

*It is the result of twenty-two years  
of careful and intelligent blend-  
ing by coffee experts.*

*Sunset  
Club*

INSIST ON THE GENUINE

ROASTED and PACKED BY

JOANNES BROS. COMPANY

GREEN BAY, WISCONSIN

## Recipes from the Kitchen

**D**O YOU KNOW the use of your casserole and the many wonderful good things to be made in them? And the glass baking dishes? Every kitchen should be equipped with a casserole and a complete set of these wonderful dishes. No burning on the bottom of bread, pies or cakes if the glass dish is used.

### Buttered Apples

Peel, core and cut in eighths ten large apples and arrange the pieces neatly in a greased baking dish. Add  $\frac{1}{2}$  cup of sugar and 1 teaspoonful of vanilla extract. Cover the top with small pieces of butter, then cover and bake until apples are tender. Cover with marshmallows just before leaving the oven and allow marshmallows to brown slightly. Serve with whipped cream.

### Cauliflower au gratin

Cook a large cauliflower until tender in boiling salted water, then drain and plunge into cold water. Drain and divide into small pieces and place in a greased casserole. Cover with a well-seasoned white sauce, sprinkle over one-half cupful of bread crumbs and the same quantity of grated cheese mixed together, and brown in a quick oven. Serve hot.

### Vanilla Custard

Mix 4 eggs with 4 tablespoonfuls of sugar, add 2 cups of milk and 1 teaspoonful of vanilla extract. Stir well and strain into greased custard cups. Set in a pan of hot water and bake in a moderate oven until firm. Decorate each with a preserved cherry or strawberry and serve hot or cold. If served cold a dash of whipped cream added and then the fruit makes a pretty dish.

### Chicken en Casserole

Cut all the meat from two chickens into pieces for frying. Put the bones to cook in one quart of water with salt and pepper to taste, one garlic clove and a dried stalk of celery. Simmer until reduced to one-half. Fry the chicken in butter or lard and arrange in casserole. Over this put one cupful

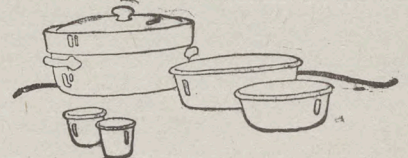


of cooked rice, pour in strained stock and bake in oven for one and one-fourth hours.

### Duck en Casserole

Take one cooked duck. Cut it into neat pieces. Melt two tablespoons drippings and toss pieces of duck into it. Sprinkle in one tablespoon of flour and dry a light brown. Add two cupfuls of stock, or water, stirring until it boils. Add one chopped onion, parsley and one bay leaf, one teaspoon lemon juice, one-half teaspoon meat extract and a few drops of kitchen bouquet. Cook slowly in casserole 40 minutes. Remove bay leaf and add salt and pepper before serving.

I have combined these two dishes by taking the left-over of a chicken and duck dinner and use one of the two recipes for the casserole.



## Relishes for the Winter

### Corn Relish

20 Ears corn.  
1 Medium head cabbage.  
4 Green Peppers.  
6 Red Peppers.  
4 Onions, chopped.  
1 Teaspoon celery seed.  
 $\frac{1}{2}$  Cup salt.  
2 Cups Sugar.  
 $\frac{1}{2}$  Cup flour.  
 $\frac{1}{2}$  Teaspoon tumeric.  
 $\frac{1}{4}$  lb. Coleman's mustard.  
1 qt. white vinegar.  
Cut corn from cob; cabbage, onion and peppers through food grinder. Mix flour, tumeric and mustard. Stir in the vinegar gradually at first, then

let come to a boil. Add the rest of the ingredients and boil  $\frac{1}{2}$  hour. Bottle. Add more vinegar if necessary. Seal.

### Green Pepper Relish

6 Green peppers, cut fine.  
3 Small onions, cut fine.  
2 Tablespoons sugar.  
1 Teaspoon salt.  
Cover with cold vinegar, bottle and seal.

### Green Tomato Relish

2 qts. green tomatoes.  
4 qts. chopped cabbage.  
 $\frac{1}{2}$  Dozen medium onions.

## "Love & Sympathy"

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DULUTH FLORAL CO.,

Duluth, Minn.

## Spoiling the Pudding

by using cheap ingredients is poor policy. Yet many a dessert has been ruined by the use of inferior flavoring extracts.

### Van Duzer's Certified Flavoring Extracts

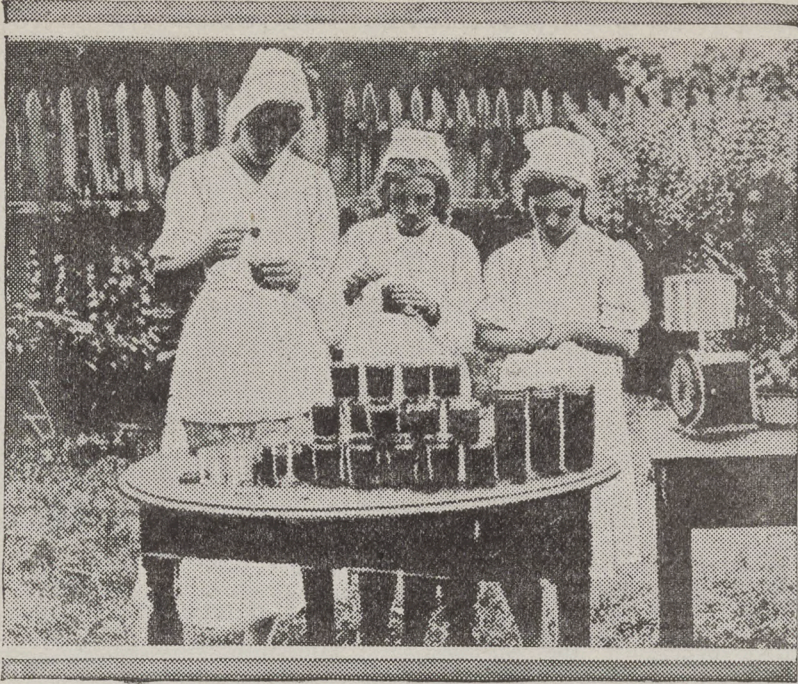


are made of the finest fruits obtainable. They are rich, pure, delicious and wholesome. Economical housekeepers prefer them.

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Van Duzer Extract Co.  
Springfield, Mass.





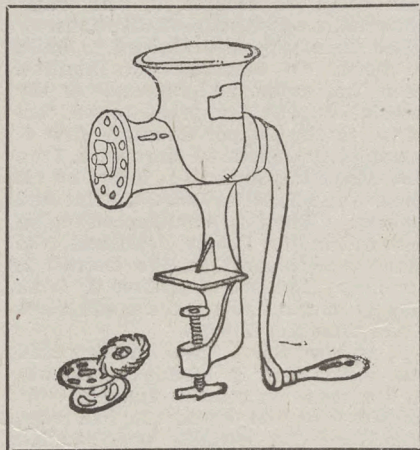
Making Jelly and Jam, a Delightful Occupation as Well as Providing Stores of Good Things for the Winter.

2 Small red peppers.  
 1/2 oz. celery seed.  
 1 Bunch table celery.  
 2 Tablespoons salt.  
 1 lb. sugar.  
 3 pts. vinegar.  
 1/2 oz. tumeric.  
 1/2 oz. white mustard seed.  
 1/2 oz. whole allspice.  
 Chop the first 5 ingredients fine or use food grinder. Mix with the rest and boil 20 minutes. Fill in cans and seal.

**Tomato Relish**

1 pk. ripe tomatoes.  
 6 Large onions.  
 8 Red or green peppers.  
 1 Bunch celery.  
 1/4 Cup celery seed.  
 2 qts. vinegar.  
 2 lbs. sugar.  
 1 Cup salt.  
 Put tomatoes, onions and peppers through food chopper. Place in bag over night with salt to drain. Add celery, cut fine, and celery seed. Boil sugar and vinegar and let cool and pour cold over mixture. Place in wide-mouthed bottle and seal.

Every kitchen where canning and pickling is done should be equipped with reliable liquid measures, a quart, pint, and a halfpint measure, sub-divided into quarters, thirds and halves,



all made of durable material. A four-ounce glass graduate is excellent for measuring small amounts of liquids and checking up errors in larger quantities. A half-pint glass measuring cup is fine for measuring cold materials. It is so easy to read.

It is sometimes necessary to have a nest of dry measures from 1/2 bushel down to a quart.

A set of measuring spoons from 1/4 teaspoonful up to one tablespoonful is useful and does away with the difficulty of attempting divisions of the tablespoon, etc., especially when one-fourth teaspoonful of liquid is called for.

One of the handiest and most useful devices in my kitchen is the food grinder. In all recipes given above the food grinder comes into use.

Just a word or two about glass cans for putting away the products. In buying new cans today buy all glass top cans and do away with the old can covers. You will find very few cans of spoiled fruit in using the glass can top and they are much more sanitary and easy to keep clean.

Bread is more nutritious when milk is used.

**Ziegler's  
 Chocolates**

Package Goods of  
 Paramount Quality  
 and  
 Artistic Design

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New Buildings      Excellent Equipment      Splendid Faculty

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The school has had more calls for teachers than it can supply  
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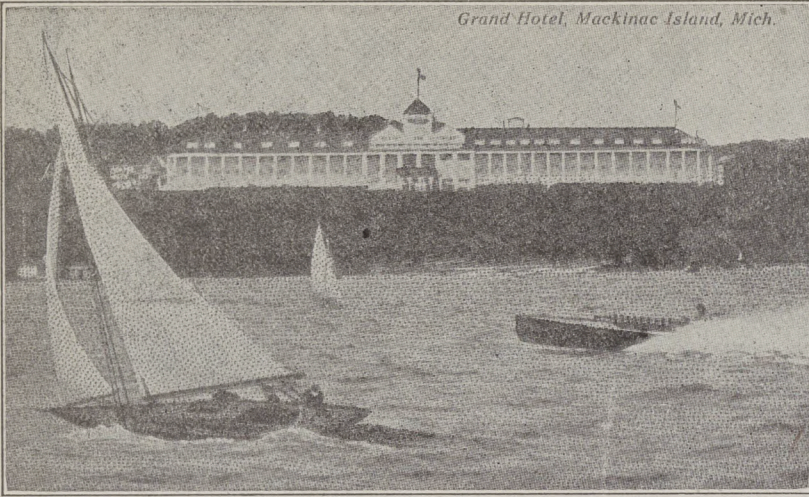
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# Mackinac Island

The  
Summer Resort  
of America

The art work of nature, Indian legend, and panoramic scenes that have made history in time of war and in time of peace all blend in harmonious welcome to tourists entering Cloverland through the southeast gateway, or bid adieu to the traveler after a sojourn at the wonderful Mackinac Island.

The island is justly famed for its scenery. The heights command views of sea and shore, ever changing with the varying lights and shades of the hours and the movements of passing ships. Well kept roads—thirty miles of them—lead in various directions from the village, through the woods, amid curious rock formations, now along the edge of the bluff with vistas of the lake, and again to some open outlook, whence the panorama is bounded only by the limitations of vision. There are glens and ravines innumerable; open spaces which were the ancient gardens of the Indians; and delectable parks, whose clumps of shrubs and trees are so effectively arranged that one at first thought credits the artistic effect to the skill of the landscape artist rather than to the caprice of nature.

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MACKINAC ISLAND, MICH.

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## How a Co-operative Association Has Made a Success

By CHARLES D. HANCHETTE

ALMOST \$7,000,000.00 has been accumulated in thirty-one years. Real co-operation is what accomplished the great result.

In 1889, 250 citizens of Houghton County joined together and founded the Northern Michigan Building & Loan Association. Today over 20,000 people of Michigan and other states, (for its fame is known throughout the nation) are investing their money together in a joint enterprise in which they are now making five per cent per annum.

In 1889 a young lawyer in Hancock wanted a home for himself and family; he was tired of paying rent so that he interested a number of prominent people, many of them bankers, in each of the larger villages of the Copper Country and formed a building and loan association, calling it the Northern Michigan Building & Loan Association. From year to year the association grew, affording thousands of members safe place in which to save their money and obtain larger rates of interest than could be secured by the wage-earners in other safe institutions.

For twenty years it helped to build up homes to thousands of families. Then the income and influence of the association was too great to be contained in the Copper Country—first it extended its offices to Marquette, Iron and Gogebic Counties; later on it opened up offices in Detroit, Flint and Pontiac. When it commenced doing business in the Lower Peninsula, the name was changed to the Detroit & Northern Michigan Building & Loan Association, and adopted a trade mark of the *Home of Thrift*.

It is now the largest building and loan association in Michigan and one of the most successful financial corporations of the state. It has been called the *Old Reliable* and handled many millions of dollars of its members. As it is co-operative, every member is a stockholder and participates in the profits; there are no special stockholders, who are preferred above others.

It has now assets of more than \$6,880,000.00.

Its loans are distributed in the—  
Upper Peninsula .....\$1,630,955.00  
Flint ..... 1,609,692.00  
Detroit ..... 2,946,964.00

\$6,187,611.00

Its officers are among the best known financiers, bankers and merchants of the state. They are:

President, Samuel B. Harris, Hancock, Michigan.

Vice-President, Henry L. Baer, President, Superior National Bank, Hancock, Michigan.

Vice-President, P. H. Paine, of Calumet & Hecla Mining Company, Lake Linden, Michigan.

Vice-President, R. P. Bronson, Manager Consolidated Fuel & Lumber Co., Ishpeming, Michigan.

Vice-President, Thomas L. Hilton, of Hilton, Hart & Garrett Co., Detroit, Michigan.

Vice-President, Fred G. Eddy, Secretary, Randall Lumber & Coal Company, Flint, Michigan.

Secretary-Treasurer, Charles D. Hanchette, Hancock, Michigan.

General Attorney, Swaby L. Lawton, Hancock, Michigan.

Clyde I. Webster, Circuit Judge of Wayne County, Detroit, Michigan.

A. F. Heidkamp, President, Leatherlite Co., Detroit, Michigan.

Henry Fisher, Superintendent Calumet & Hecla Stamp Mills, Lake Linden, Michigan.

Allen F. Rees, Attorney and Counsellor for Calumet & Hecla Mining Company, Houghton, Michigan.

John D. Cuddihy, President, First National Bank, Calumet, Michigan.

W. H. Faucett, Insurance and Real Estate, Calumet, Michigan.

Thomas Coughlin, Insurance and Real Estate, Hancock, Michigan.

W. H. Thielman, Vice-President of State Savings Bank, Laurium, Mich..

W. Corbin Douglass, General Insurance, Houghton, Michigan.

Edward M. Lieblein, Wholesale Grocer, Hancock, Michigan.

James Hoar, Lake Linden, Michigan.

Hugo M. Field, President of Stern & Field, Five-Store System, Hancock, Michigan.

Fred A. Aldrich, Secretary-Treasurer, Dort Motor Car Company, Flint, Michigan.

The Detroit office occupies a prominent corner on Clifford and Washington Streets; Flint—the new office building (now under construction) is located on North Saginaw Street and we have just remodeled the office building at Pontiac located at 30 South Saginaw Street.

An institution which had a wonderful growth in the last 11 years. Our assets—

June 30th, 1909, were....\$1,731,873.00  
June 30th, 1915, were.... 3,001,038.00  
June 30th, 1920, were.... 6,880,449.00

A coat of shellac helps save mother's back—if applied to the linoleum once in a while.

## The High Price of Sugar

makes one welcome foods which are rich in natural sweetness.

# Grape-Nuts

—the ready-cooked cereal

requires no added sweetening, for it contains its own pure grain sugar, developed from wheat and barley by twenty hours' baking.

Sprinkle Grape-Nuts over ripe fruit or berries and you'll save sugar.





# Development Section

## Of the Cloverland Magazine



Along the northern rim of the Great Lakes Basin—across the states of Michigan, Minnesota and Wisconsin—there is a great belt of undeveloped land. A few years ago it was considered worthless—just stump land, no longer good for lumbering, and therefore useless. Today this area is recognized as the greatest frontier America has yet offered her people.

Clover is indigenous—therefore this country has been called "Cloverland"; but every other crop, native to the north-temperate zone, and every form of live stock, has been made to thrive in this new country.

Today there are many settlers, many fine farms, many thriving towns, and wonderful cattle and sheep ranches. There is room, on some 30,000,000 acres, for thousands of additional men and women, some of whom will surely achieve unusual success, and perhaps fortunes.

The Magazine is convinced that the Cloverland country has more real opportunities for farmer, rancher and business man than any other section of the United States today. But these opportunities must be carefully and soundly handled.

On the following pages you will find articles relating to this great cut-over country, known as "Cloverland." They are written by men who already live in the country, and who know it. The Magazine does not assume responsibility for all of the views or expressions included in these articles, recognizing that sometimes as individual experiences though truthfully set forth, may not be applicable to every other similar situation. However, the Magazine accepts statements only from men of standing and responsibility and believes therefore, that the following pages fairly reflect the conditions and probabilities of the North Country—"Cloverland."

# The Minnesota Land Clearing Special

(OFFICIAL REPORT)

**T**HE first Minnesota Land Clearing Special has completed its itinerary as per schedule. It seems proper that a report in some detail be made to all of those who contributed toward making this train possible.

The co-operators taking part in this work were: The St. Paul Association, the Minneapolis Civic and Commerce Association, the Northern Pacific Railway, the Great Northern Railway, the Minneapolis, St. Paul and Sault Ste. Marie Railway, the Minnesota and International Railway, the University Department of Agriculture, the Cleveland Tractor Company, the Dupont Powder Company, the Hercules Power Company, and the three stump-puller companies, A. J. Kirstin Manufacturing Company, the LaPlante-Choate Company and the Martinson Manufacturing Company.

The above co-operators made the Land Clearing Special possible; but actual land clearing demonstrations could not have been carried out without the co-operation of the farmers on whose farms the demonstrations were made, and of the local business men and farmers who took an active interest in advertising the demonstrations and in seeing that everything was in readiness for them.

There are in Minnesota at least 10,000,000 acres of cut-over timber land suitable for agricultural purposes that will be as productive as a like number of acres anywhere in the state as soon as these acres are brought under cultivation. It is very conservative to state that every acre of this land that is cleared will increase in value at least \$50, and that each acre cleared will return a gross product each year worth from \$25 to \$50. When this is accomplished it will be like adding an industry to the state that will increase the annual production of the state at least \$250,000,000. Consequently, the development of Northern Minnesota is a problem in which every citizen, regardless of his occupation, must be interested.

Demonstrations were given at the following places:

Place—Date.	Attendance.	Approximate Area Cleared
Milaca—May 18	350	5 Acres
Ogilvie—May 20	600	2 "
Hinckley—May 22	500	2 "
Wrenshall—May 24	350	2½ "
Floodwood—May 25	700	3 "
Grand Rapids—May 26	250	2½ "
Deer River—May 27	350	2½ "
Cass Lake—May 28	250	2 "
Solvay—May 29	350	6 "
Blackduck—May 31	650	3 "
Northome—June 1-2	200	6 "
Littlefork—June 3	400	4 "
Guthrie—June 5	250	6 "
Leonard—June 7	350	4 "
Hackensack—June 9	700	5 "

Place—Date.	Attendance	Approximate Area Cleared
Pequot—June 11	500	3½ Acres
Aitkin—June 12	350	1 "
McGregor—June 14	300	6 "
Federal Dam—June 16	250	1 "
Swatara—June 17	400	1½ "
Moose Lake—June 19	500	1½ "
McGrath—June 22	300	2½ "
Wahkon—June 23	400	6 "
Hillman—June 25	600	1 "

Number of demonstrations—24.  
Total attendance—9,750.  
Average attendance—406.  
Total acreage cleared—79½.

It will be noted that at some places the attendance was not large, but this was not due to lack of interest, but rather to weather conditions. The demonstrations, of course, had to be scheduled for a considerable time in advance, and as this was a very rainy season many of the demonstrations fell on days that were entirely unsuited to that sort of work. In many cases roads were impassable or nearly so, but every town was given sort of a demonstration regardless of the weather.

At Northome, where it rained all the day of the demonstration, the crew worked the entire afternoon with an audience of about 150 farmers, and the following morning before the train pulled out co-operated with the local people in clearing up the fair grounds, leaving a lasting and favorable impression of the land clearing train in that community. At Swatara, the land clearing demonstration was given on the school grounds, and at Moose Lake the village park was cleared.

The Land Clearing Special was organized for demonstration, rather than speech making; however, several evening meetings were held and were generally well attended by both farmers and townspeople. The demonstrations and meetings caused considerable talk among local people about co-operation in land clearing, between townspeople and farmers, particularly by the banks making liberal offers of financial aid to settlers for land clearing work. There was likewise talk among the farmers of co-operating in the purchase and use of land clearing equipment. About fifty carloads of dynamite have been purchased in Northern Minnesota this year for land clearing work, about half of this amount being purchased co-operatively.

Everywhere a keen interest was shown in the demonstration. Wherever train schedule permitted, the crew left the cars with their equipment at 7 o'clock in the morning. Usually by 9 o'clock the equipment was set up and ready for work, and as a rule a good showing of spectators was on hand at that hour. Of course, many townspeople turned out,

out of curiosity to see the demonstration, but the audiences generally were composed of real farmers who have land clearing problems at home and came because of their interest in that sort of thing.

With such a large engineering problem as that involved in the removal of the stumps from 10,000,000 acres of land in Northern Minnesota, it is evident that the application of the latest methods and equipment is a matter of prime importance. Many of the settlers in Northern Minnesota know much about land clearing, but very few of them have seen the full equipment available for that sort of work. The use of the cheaper, low grade dynamite, the use of the latest attachments of the stump pullers, the use of the home-made stump piler, were new to most of the people, and the demonstrators were quite as busy during the demonstration in answering questions as in actually removing stumps.

In addition to these experienced land clearers who attended the demonstrations, there were many hundreds of new settlers who are quite without experience in clearing land. To them the demonstration meant much. It is very probable that the greatest success of the land clearing demonstrations was in stimulating greater interest on the part of the farmers and local business men in the land clearing proposition.

The helpers which it was necessary to furnish for the co-operators in putting on the demonstrations were selected with a view to training men to do land clearing work in the future. The crews were made up as follows:

- Young man from the College of Agriculture.
- Two young men from Duluth.
- Two farm boys from Wahkon, Mille Lacs County.
- Two farm boys from Northome, Koochiching County.
- One young farmer from Pelican Rapids, Ottertail County.
- One young farmer from McGrath, Aitkin County.
- One young farmer from Hinckley, Pine County.

The experience these young men received during the six weeks work will be of much value to them and to their communities. In fact, the business men and farmers of McGrath are backing the young man who went with the train from there. He has purchased a tractor and other equipment and is going into the business as a land clearing contractor.

Those who had vision enough to see the value of the land clearing work

and make the first Land Clearing Special possible will be interested to know that the Regents of the University have authorized the establishment of a land clearing section in the Engineering Division of the College of Agriculture. This section will have at least one man devoting his entire time to land clearing problems. We believe it is due to the co-operators to say that it is very evident now that the work is concluded, that it was unquestionably a success and has been a real contribution to the development of Minnesota.

It is perfectly evident to anyone who realizes the connection between increased agricultural production in Minnesota and increased business along all lines, that the first Minnesota Land Clearing Special is merely a start and that this work must continue for many years in some form that will aid and stimulate the rapid development of the present idle acres. Inasmuch as this is a problem of interest to every legitimate business in the state, it must not be left to the efforts of the settlers alone who are trying to develop homes in Northern Minnesota but should be encouraged in every legitimate way by all the business interests of the state.

LAND DEVELOPMENT COM.,  
A. D. Wilson, Chairman.  
RAILROAD COMMITTEE,  
Frank S. McCabe, Chairman.  
Approved by Agricultural Development Sub-Division, July 28, 1920.  
Signed by:  
E. G. Quamme, Director-Chairman,  
Theodore Sander, Jr., Secretary.

This is the first land-clearing special train for Minnesota and the success noted practically insures similar demonstrations as an annual educational event in the northern part of the state. Land-clearing specials have been annual activities of the Wisconsin College of Agriculture for several years, and the results have been highly satisfactory.

It is believed that Michigan will fall in line with this progressive movement next year, thus giving all of Greater Cloverland the benefit of these expert demonstrations, which have resulted in thousands of dollars' savings to farmers by learning the use of low grade powder, and greatly increased areas of cleared land.

It has been the experience in Wisconsin that larger crowds attend the demonstrations each year, indicating that farmers and settlers realize the value of these expert land-clearing schools and profit from what they learn.



## The Garden "Peninsula"

(Continued from page 10)



*These companies were the first to bring cattle to its cut-over lands, and carry on profitable and successful grazing in Cloverland.*

**WE** offer the western grazers their choice of 75,000 acres of cut-over lands in Cloverland; 25,000 in Northern Michigan; 50,000 in Florence and Forest Counties, Wisconsin.

Several ranches were selected and taken over last year by well-known western cattle and sheep men.

Write us for particulars or come and see these lands for yourselves.

**J. W. WELLS LUMBER CO.**  
MENOMINEE, MICH.

**GIRARD LUMBER CO.**

*J. W. Wells, President*

DUNBAR, WIS.

MENOMINEE, MICH.

an asset in soil fertility. We did see field after field of wheat and barley in the shock, of field peas and hay in windrows, of growing corn and potatoes. On the sandy loam adjoining Sac Bay and on the high tableland back of Fayette apples, cherries, and plums (including Japanese plums) were doing very well.

The market garden of Hermann Winter at Sac Bay was a remarkable illustration of the possibilities of the lake shore, with its atmosphere tempered by the warming breezes from the lake and the protecting bluffs in the background. Here were growing a greater variety of tomatoes than we had elsewhere seen—from the currant type, through the cherry, peach and plum, to the ordinary market sizes, and much else that a good garden should contain. Mr. Hermann stated that his egg plants, last season, produced fruit of nine pounds each and that he even grew marketable peanuts. This season is less favorable, but we saw sufficient to convince us of the rich possibilities of this industry.

Close by the 160-acre farm owned and managed by the three Misses Elliott is a most remarkable example of feminine pluck and achievement. It suggested very strongly the best improved farms of the southern counties of the Lower Peninsula—being not unique in this respect. Calling for especial mention is the fine field of navy-beans now approaching maturity—as excellent a field of beans, all the visitors agreed, as any had seen anywhere, grown in the peninsula where bean-growing has not generally been regarded as commercially advantageous; but we were informed that in twenty successive years of bean-growing, only one crop had been lost through frost. The yield is far above the state average—as high as forty-four bushels per acre having been secured one year and the lowest yield twenty bushels per acre.

Mr. Geismar was especially gratified to learn that these beans were of the rust-proof variety which he had produced when in charge of the Experiment Station conducted at Chatham by the Michigan Agricultural College and which a dozen years ago, he persuaded the Elliotts to introduce on their farm. That this variety of beans has here produced true to type during all this period should be of interest to other farmers in quest of better seed. On this same farm are eighty-two head of cattle, the product of the milch cows being handled in a modern dairy building with gasoline engine and other modern equipment. It was unanimously voted that never had such a delicious quality of maple syrup been enjoyed as that which functioned as dessert at lunch, and we were surprised that the product of the two hundred maple trees on the place had been marketed at top prices as far east as New York and as far west as Los Angeles. Had fewer maples gone into the manufacture of charcoal iron a generation or two ago, we should here have a very valuable Cloverland product to sweeten and enrich Michigan agriculture.

A few miles away is the large farm of Mr. Hughes, a retired general passenger agent of the Soo Line Railroad. The commodious, citified home in a delightful rural setting, with its long view over the countryside from the enclosed veranda at the front, with all those appurtenances and conveniences that our modern life demands, has shown to two people at least how much of the real pleasure of existence can be secured far from the maddening hum of our big cities and our much-traveled ways. Mr. Hughes is particularly glad to show his flock of sheep, for which he thinks the country very well adapted, as indeed, others seem to think, evidenced by the presence of large numbers of sheep frequently encountered.

There is practically unlimited range for cattle and sheep, the main require-

ment now being that standard improved grades of cattle should be introduced. The Misses Elliott have made a beginning in this direction; and I was interested in observing on their reading table, not only *The Ladies' Home Journal*, but also *The Aberdeen-Angus Journal*, which, I was assured, was not unread.

The "Garden Peninsula" being so remote from the railroad (The Soo Line is reached at Delta Junction or Cook's), some will inquire concerning market possibilities. Most produce not locally consumed goes out by water to Escanaba. Dock facilities abound along the shore—some installed by mills, others by fishermen, and some put in by groups of farmers. Shipments go forward to Escanaba at low rates. Carload lots of cattle are driven sometimes to a shipping point on the Soo Line. The highways into the country are remarkably good and are being rapidly improved. Michigan trunk-line number 12 running between Rapid River and Manistique is the principal trunk highway for the region, passing east and west on its northern side. From thence less improved but very passable country roads diverge to Garden and the farming and fishing region to the south and east.

The territory lies within Delta County, and the Delta County Road Commission has an especially modern equipment for highway construction. We passed a narrow gauge railroad, with diminutive locomotive and train of thirty steel cars loaded with crushed dolomite in full operation on Trunk Line No. 12, with two steam rollers, a large stationary rock-crushing outfit and other up-to-date facilities for high-class road-building. These highway facilities make possible daily mail service throughout the "Garden Peninsula," although it is well off the usual lines of travel.

Primarily it is the waterway, accessible nine and sometimes ten months in the year, which serves the transportation requirements of this remote community—much as remoteness goes today. Much of the dairy products, fruit and garden stuff, and even grain and live stock, that is not consumed locally, make their exit in this way. Little forage stuff leaves the country, being retained to the ultimate enrichment of the soil.

We should know more about the climate of the peninsula. The records of the United States Weather Bureau at Escanaba do not answer for this location, whose peninsularity and elevation lay it open to especial local influences. Steps will be taken at once to secure the establishment on the peninsula of a station with a voluntary weather observer, in order that there may be available hereafter definite official records to guide such as may have an interest in such information. A thorough-going soil classification is also desirable. While no definite figures are available, the land under cultivation is manifestly large, the product considerable, and the section is deserving of more attention than it has hitherto received.

What have I to sell on the "Garden Peninsula"? Nothing. As a citizen of Michigan I am glad to see every corner of it do well and prosper. As to whether these impressions represent actual conditions, the way is open for the curious to examine for themselves. I am truly glad that the Upper Peninsula Development Bureau made it possible for me to make this cursory investigation of conditions, and that the best equipped man in the Upper Peninsula for expert advisor on such technical points as should arise—Mr. Geismar, of Houghton, was at my elbow and patient beyond measure with whatever sage or foolish inquiries might be forthcoming. I find that there remains a good deal about Michigan that is not generally known and that is worth finding out.



# Farming vs. the Land Deal

## *Inflated Values Do Not Enrich the Soil nor Grow the Crops*

THE good people of the east, south and west point to Iowa, where farm lands are selling from \$200 to \$600 an acre, and say: "Ah, there is a **real** farming country. There is nothing cheap about Iowa. Look at what the land is worth. Surely nothing on this continent can compare with that. Why bother about cheap lands, even if they are good, when Iowa presents such unusual opportunities," etc., etc.

What land is worth, and what it sells for are two different items. True, the state of Iowa has established a reputation as leading all other states in agricultural production. Yet, is the soil of Iowa so vastly superior to justify such unheard of inflation of values? Are agricultural areas in other sections so far inferior as to justify the ratio of one to 100 in selling price?

Iowa is splitting the difference between reputation and actual values. And her reputation possibly warrants it in some cases. But it is a fact that the home-seeker in Iowa pays 50-50 for land and reputation.

Upper Michigan is just beginning to show what it can do in an agricultural way. It is a new country, and still in its infancy as far as agricultural development is concerned. The mere fact that the great lumbering operations has created such a vast acreage of idle, cut-over lands accounts for the possibility, and necessity of low introductory prices. Land which sells for \$20 in Upper Michigan sells for \$150 in Iowa. Years from now, when Upper Michigan actually begins to realize the possibilities of its soils, climate and other advantageous features, the same lands which are selling for \$20 today will command \$150.

**Think it over. For further information write**

*The* **UPPER PENINSULA DEVELOPMENT BUREAU**  
**MARQUETTE, MICHIGAN**



# WE HELP YOU!

All we ask of any experienced stockman or farmer is a clean record, possessing ambition and the energy to go forward. If you have these requisites write to us and we will give you a choice location on some of our best cut-over land on terms and conditions that will enable you to make a success if you have the right kind of stuff in you.

## Write to Us

Tell us about the size acreage you want, what you want to do with it, whether you now possess any stock—beef cattle, dairy cows, sheep or swine, and horses—whether you have any farm implements and tools, and give us one or two references.

## We Will Do the Rest

We have thousands of acres of good, hardwood cut-over land, watered with clear streams and lakes, with an abundance of grass and clover going to waste each year. There are no commissions to pay. We own the land and make terms and arrangements with each purchaser to suit his needs, and give aid in establishing credit and banking connections. Tell us frankly what you want. All correspondence confidential.

**SAWYER GOODMAN COMPANY**  
MARINETTE, WISCONSIN  
Or  
GEORGE H. HEDQUIST, Supt.,  
**GOODMAN LUMBER COMPANY**  
GOODMAN, WISCONSIN

## Easy When You Know How

(Continued from page 8)

be plowed twice as easy as the first season. I will do no more plowing or blasting now until I get all the ground seeded that I intend to mow for grass.

So far I have bought no cattle of my own except those already mentioned, and will not buy any before I have plenty of good winter feed for them. Then I expect to buy Hereford, Short-horn or Black Pole heifers and raise calves to turn off in fall or winter.

Last fall I started the ball rolling here to clear more land in the country by holding a land clearing contest. I suggested the name of Rusk County Million Dollar Land Clearing Contest, and with this name we have secured much publicity and interest among the farmers. We gathered together many of the progressive business men and farmers of the county and wined and dined them and played a little jazz music for them. Then we put up a blackboard and let them advertise, the same as they do in a revival meeting. The banks gave \$100 each toward financing the contest and every one else came into line for what they could afford. The man with the chalk wanted to quit when he had \$1,200 subscribed, but I said "Keep right on, you're doing fine. If your arm aches I'll take the chalk." In another half hour we had \$4,000 with which to put the contest on its feet. Besides this the colonizing company has offered a 40-acre farm as the grand sweepstakes prize.

This contest has been a big thing in starting farmers to clear up more land and in keeping them at it. Chris. Gilbertsen, who is now working my farm on shares, is out after the big sweepstakes prize, and is well up in the race.

Since my illness of a year ago I have been unable to do the more rigorous work on the farm and so have established Mr. Gilbertson there and I have

moved into Ladysmith, which is more to the liking of my family, who are not farmers at heart.

With the giving up of my active work on the farm, I took up the new work of editing the Farm Department of the Ladysmith News-Budget, one of our live little weeklies. I believe it is the only department of its kind in the state, and it does a lot toward bringing new settlers in and keeping them contented after they come.

It is three years now since I moved up into what was then wilderness, but things are different now. Fine graded roads run out beyond my farm and the adjoining land which is being colonized by the National Land Colonizing Company is being settled up fast. To date this company has sold over 3,000 acres since spring and I am getting neighbors on every 40-acre road frontage. All of this makes The Big Seven Live Stock Ranch I have named my farm, more valuable every day. Dozens of autos pass my door every day now, where four years ago there was no road at all. I have deeds to the 700 acres and will have 100 acres cleared by the end of this year.

## BOOSTS CLOVERLAND

**H. W. CARLEY**, formerly of Casper, Wyo., now located at Limestone, Alger County, with 1,500 head of sheep, has recently returned from a trip "back home," in the interests of his Cloverland project. Mr. Carley declares that he had ample occasion to "put in a few" for Cloverland, and that he has interested several parties in Upper Michigan as a sheep country. Mr. Carley has resumed development of his holdings near Limestone.

The handsome profit Mr. Carley and his partner, Ed. Keen, made on their sheep in Cloverland last year, led to their purchasing a permanent ranch.

Excellent Farming and Grazing

# LANDS

For Sale in Alger, Marquette, Luce  
and Chippewa Counties, Michigan

Cut-over Hardwood Lands. Good Soil. Fine Water.  
Accessible by Railroads and Good Highways.  
Near Settled Communities.

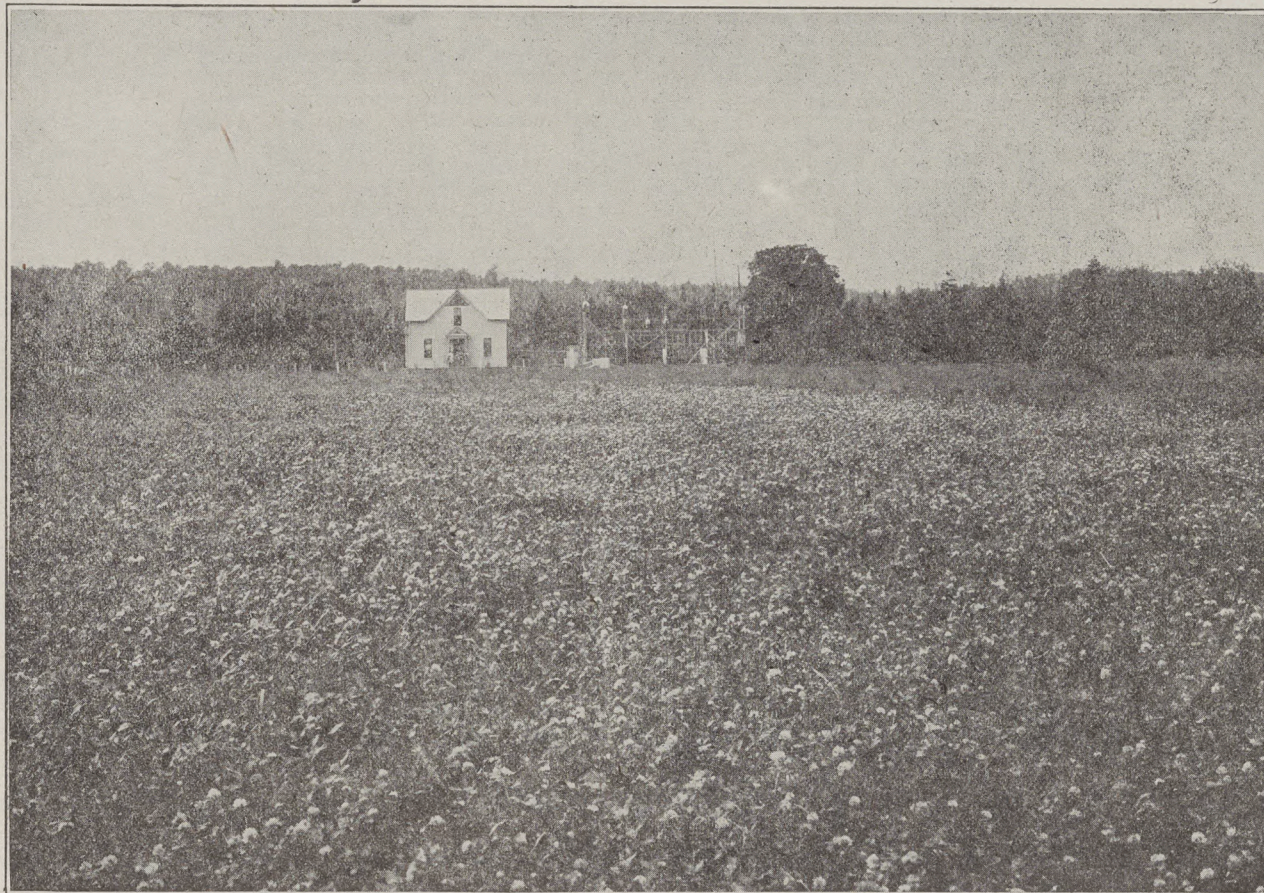
Prices \$7.50 per acre  
and up ————— Easy Terms

**THE CLEVELAND-CLIFFS IRON COMPANY**  
Land Department NEGAUNEE, MICH.



# A Real Plan to Aid Settlers

*Investigate! Read Our Plan. Investigate!*



## WE ELIMINATE THE FIRST FEW YEARS OF HARDSHIP.

We have set aside a fund to help you clear the land or have a portion cleared and under plow if you want it.

We provide a residence and farm buildings, horses, cows, sheep, pigs, chickens—everything needed to settle right down and go to work to make the land and live stock pay for your farm home, if you want to start this way. Or, we will sell you the unimproved land if you prefer to do all of your own clearing, build and stock your own place. All deals on easy, long-time payments.

We have three classes of land—first class, medium, and second class. You pay for the CLASS of land, and not a big price for poor land.

We give you expert advice in agriculture and live stock production free, in order to help you avoid mistakes and succeed in the shortest possible time. The more we can help you pay out the quicker our money is returned and the sooner you will have that coveted possession—a farm home of your own. This is good business for both of us.

## RANCH LAND

We have thousands of acres of splendid grazing land with plenty of fresh water streams and lakes and ample sections of good farm land for raising winter feed. This land is cheap and we will make it to the advantage of the larger live stock operators to obtain one of these dependable ranges. These tracts in 1,000 and 5,000 acres solid blocks.

SEND FOR BOOKLET AND COMPLETE INFORMATION  
A POSTCARD WILL BRING IT

# NORTHERN MICHIGAN LAND COMPANY

MANISTIQUE, MICHIGAN

309 Caswell Block, MILWAUKEE, WISCONSIN



# Nation's Potato Experts Visit Oneida County

By HENRY A. PERRY

POTATO experts of national reputation were the guests of honor at the Oneida County Potato Growers' Association picnic held at Swail's Resort in Roosevelt, Wisconsin, Aug. 20. These distinguished visitors were Prof. Tebout, of Louisiana State College of Agriculture; Dr. Stewart, president of the National Potato Growers' Association; Dr. Horton, agricultural commissioner for the American Steel and Wire Company; Prof. Howard, head of the horticultural department, University of Nebraska; Prof. Hurd, head of the Soils Department Improvement Committee, University of Chicago; Prof. J. G. Milward, of Wisconsin Agricultural College and secretary of the Wisconsin State Potato Growers' Association; Prof. L. R. Jones, plant pathologist, Wisconsin College of Agriculture; Prof. E. L. Luther, state county agent leader, who was the first county agent for Oneida county.

More than 300 farmers of the county, all of them potato growers, attended the picnic, although the weather was decidedly unfavorable for such an outdoor gathering.

The forenoon was given over to athletic sports, including a baseball game between Enterprise and Lenox, an event of more than ordinary interest, because the teams represented local talent. Enterprise won, 13 to 3.

At the noon hour big picnic baskets and lunch hampers were opened, and the guests took perhaps more enjoyment in the out door luncheon than the home folks. After lunch a speaking program was held, S. F. Weatherly, president of the Oneida County Potato Growers' Association, presiding.

In his address of welcome President Weatherly told of the progress that had been made by the association since it was organized last spring by C. P. West, Oneida county's agricultural agent, who was greeted with a big ovation.

Mr. Luther commended the county upon its excellent crop showing this year and stated that the potatoes looked better than in any other section of the state he had visited. He described Oneida county as the "banner potato growing section of the United States," and predicted a great future for that section of the country in raising potatoes.

Prof. Tebout, of Louisiana State College of Agriculture, made an earnest appeal to Oneida county to organize the potato growers into a sales organization which would be more effective in putting the excellent seed potatoes raised in the county into markets where they were in great demand.

"We think a lot of Wisconsin down south," said Prof. Tebout. "We have just brought up several train loads of our young people to see your great University at Madison, which we think is the greatest institution in the country. We are specially interested in

Wisconsin certified potato stock, since experiments in southern soil have shown that it is worth while to plant your stock and we want lots of potatoes of that kind. At the present time, however, I have to tell Louisiana farmers that there are no sales organizations to handle the marketing, and therefore, they can not get the Wisconsin certified stock they desire. Nebraska is coming to the front in this line and we can use their potatoes to good advantage, so if Wisconsin wants to keep one jump ahead it must organize so as to get your excellent certified seed on the markets where there is a great demand."

Dr. Stewart, president of the National Potato Growers' Association, spoke of the importance of selecting good seed. He complimented Oneida county upon the splendid stride made in agricultural development, and said the present potato crop of the county compared most favorably with any he

had seen in any part of the country.

Dr. Horton, commissioner of agriculture for the American Steel and Wire Company, which issues one of the best crop reports for the United States twice a month, urged a system of more intensive farming among American farmers.

"The war has shown us that we must compete with other nations in the commercial struggle," he said. "We first began to do this in butter, and now American butter is being consumed in the farthest corners of the earth. It is entirely reasonable to think that before long there will be too many potatoes for domestic consumption, so we must ship to foreign parts to unload them at the highest prices. The only alternative is the establishment of factories to utilize the by-products. Germany has perfected the use of potato flour to an astonishing degree. It is an excellent flour and there is no reason why Oneida county can not produce and have a potato flour mill. It would use the poorer stock and produce an important food which would readily find a big market."

Prof. Milward, Prof. Hurd, Prof. Howard and Prof. Jones, all made short speeches in which they commended Oneida county for the progress it has made in potato growing, and urged the farmers to continue and elaborate upon this enterprise which is building up such a reputation for the county.

After the speeches about twenty automobiles took the visitors for an inspection tour of potato fields, with President Weatherly and L. Stark as pilots. The guests were strongly impressed with the fine, clean stock in all the fields visited.

Entertainment was provided for those who did not go on the inspection tour by sport events between the Boys' Camp Tan-y-lon, and the Girls' Camp Byron.



A Typical Oneida County Potato Field

## MILWAUKEE STOCK YARDS

*The Competitive Live Stock Market of Wisconsin*

DAILY CAPACITY: 15,000 HOGS, 2,000 CATTLE, 2,000 SHEEP, 7,000 CALVES

All Classes of Live Stock in Active Competitive Demand. Chicago Market Prices Obtainable at a Considerable Saving in Transportation, Yardage and Selling Expense.

Receipts for Year 1919 (Our Banner Year) 584,555 Hogs, 107,564 Cattle, 290,586 Calves, 64,822 Sheep, 16,119 Cars

90 per cent of the Wisconsin Live Stock Shipments billed to Chicago pass through Milwaukee. *Why not patronize the Milwaukee Market?* We have the facilities and have not advanced the price for the handling of shipments, yardage or dockage. Dairy cattle and calves a specialty

*Unexcelled Market for Milkers and Springers*

## MILWAUKEE STOCK YARDS COMPANY

Correspondence Solicited

MILWAUKEE, WISCONSIN



1886 - 1920

34 MONDAY, SEPTEMBER 13, 34  
WE OBSERVE THE 34th  
ANNIVERSARY OF OUR ORGANIZATION

FROM a very small beginning we have developed our business through push and perseverance—through service that would mean to the customer the limit of market allowance. We aim always toward better service, and with every assurance of the exercise of our very best efforts we solicit old patronage and new. . . . .



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Chicago, Ill.  
South Omaha, Neb.  
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# 250,000 Acres

unimproved Cut-over Lands

## For Sale

in Tracts to suit  
the purchasers.

Located in four-  
teen counties in  
Cloverland — the  
Upper Peninsula  
of Michigan.

Prices:

# \$5 to \$15 per Acre

Terms are reasonable

Write for definite quotations, maps, etc.

**J. M. LONGYEAR**  
MARQUETTE, MICHIGAN



*Barley is a Dependable Crop in Northern Minnesota, Producing a Good Yield of Grain and Straw.*

## Field Crops in Northern Minnesota

(Continued from page 27)

and harrowed into condition for planting.

On fields free from quack grass, the practice on light sandy soil is as follows: Manure is applied on the clover meadow, usually in the spring preceding the hay crop. The clover stubble is thoroughly disked, either in the fall or in the spring. The field is plowed six or eight inches deep, usually in the spring just before planting, and harrowed into condition. With heavy soil, fall plowing is recommended.

The field is given a deep blind cultivation after planting and as the sprouts begin to appear in the rows the field is harrowed crosswise, followed later by cultivation as needed. Level cultivation is practiced where the soil is loose and open, which it

usually is here in years of normal rainfall. During wet years hilling is recommended, especially if the soil is firm and set, causing the tubers to appear above the surface.

The seed used is the very best obtainable. All diseased tubers are discarded, as well as those not true to variety and type. The seed is then treated, a bushel to a sack, by immersion for an hour and a half in a corrosive sublimate solution made by dissolving four ounces of corrosive sublimate (bichloride of mercury), in thirty gallons of water. The corrosive sublimate is put into the empty barrel and a pail of hot water poured over it. Enough cold water is then added to make thirty gallons.

After treating, the potatoes are

(Continued on page 42)

## A DEPENDABLE RANGE

is the goal of every stockman. With a dependable range he feels sure of success and secure against future adversity. A tract of select, cut-over land in Cloverland offers stockmen this opportunity.

## Tracts to Suit Needs

We have several choice ranges among our holdings which we will sell to practical stockmen on terms that will be to his advantage.

**CONSOLIDATED LUMBER CO.**

MANISTIQUE, MICHIGAN

"In the Heart of Cloverland"



# AS HISTORY IS BEING MADE



Not only during war is history made. The development of the agricultural and industrial opportunities exert a far greater influence on our national life and fill many more pages of history.

History is being made rapidly in the development of sheep and cattle ranching and farming in Northern Minnesota, and as has always been true, the greatest profits are made during the period of development—not after the land prices have gotten beyond the average man's reach.

Minnesota invites you to share in this prosperity. A letter will bring you promptly more detail and facts on agriculture in Northern Minnesota.

**J. S. ARNESON**

Commissioner of Immigration

STATE CAPITOL

ST. PAUL, MINNESOTA



# Ranches Ranges Farms.

Any acreage you want  
Any easy terms you want  
Any way you want to buy  
Any kind of land you want

The County Board of Supervisors of Iron County, Wisconsin, wants practical stockmen to take up large ranches in their county, and will aid them in locating and financing.

The County Board of Supervisors of Iron County, Wisconsin, wants experienced farmers to take up small or large acreages of the best hardwood land in the cut-over country, and develop them into paying live stock farms. The Board will help them find a good location close to local markets, on good roads and with railroad facilities.

Ranches \$10 An Acre,  
Farm Lands, \$10 to \$20 An Acre,  
Ranges Free for Season.

## DANIEL REID

Chairman County Board of Supervisors,  
HURLEY, WISCONSIN

## Proof That Oneida County, Wis. Has Stood the Test

LAST year 25,000 western sheep were pastured in Oneida County. Some of these sheepmen carried their stuff through the winter with such favorable results that they will become permanent ranchers. Others are shipping to Oneida County again this year. The successes last year are the inducements to repeat this year and become permanent settlers.

For information concerning  
ranges, address

COUNTY BOARD of SUPERVISORS  
Rhineland, Oneida County, Wisconsin

## Field Crops in Northern Minnesota

(Continued from page 40)

poured out on the grass to dry before they are cut. The size of pieces average from two to three ounces. These are then planted from 11 to 16 inches apart in rows three feet apart. Early varieties are usually planted closer in the row than late varieties. Early varieties, planted for the summer market, of course, are planted as early in the spring as the weather and soil conditions will permit. Late varieties, as Green Mountain, King and Burbank are planted from May 15 to June 1, and early varieties are planted still later when grown for seed.

The potatoes are sprayed as soon as bugs appear. If no bugs appear, as has been the case, spraying is delayed until the buds begin to set unless there is evidence of early blight. For bugs, four pounds of lead arsenate or two pounds of paris green is added to fifty gallons of bordeaux mixture; but bordeaux mixture is used alone if there are no bugs. The potatoes are usually sprayed twice and more if necessary.

A farmer growing potatoes for seed for spring delivery should provide an outdoor cellar, preferably, built into a hillside with ample covering to insure against freezing and with ample ventilation to keep the cellar dry. Two such cellars at this station, built of stone and concrete, are giving very satisfactory service. Basement cellars are usually unsatisfactory on account of the uneven temperature.

For the most successful and economical winter feeding of sheep and swine as well as dairy and beef cattle, a succulent feed is necessary. In the corn belt ensilage from Indian corn meets this demand, and where this crop can be grown with certainty, with yields of from ten to fifteen tons per acre of green fodder, there is little hope of finding any other crop that will equal it in either economy or quality. But there are large districts in Minnesota, especially in the northeastern section, where corn can be grown only with the greatest risk from summer frosts and other adverse conditions. Happily, however, other factors combine to make this section eminently the most ideal district in the state for dairying and sheep raising. The ample rainfall and cool summer nights together with the fertile soil protected by a heavy blanket of snow through the winter months, result in the most luxuriant growth of all kinds of grasses and legumes, making pastures unsurpassed for grazing

from the time the snow goes off in the spring until the first snow in the fall, or producing an abundant hay crop of the finest quality. These same conditions are also most favorable for all kinds of root crops, a fact which is of utmost importance to the dairy and sheep husbandry of Northern Minnesota.

Roots are nature's ready-made succulent feed for winter. From earliest times roots have formed the basis of successful winter feeding of live stock in all the most important dairy districts of Northern Europe, and Canada, Denmark, Sweden, Germany, Holland, and the British Isles all depend on root crops for their succulent winter feed. A person from the corn belt of America traveling through these districts of Europe and Canada is struck by the absence of fields of In-

Indian corn and the universal cultivation of root crops.

The feeding value of such roots as beets, mangels, and rutabagas as compared with silage, is in the ratio of approximately 4 to 3. A daily feed of forty pounds of roots will take the place of about thirty pounds of corn silage; in other words, four tons of roots are equivalent to three tons of corn silage. A yield of sixteen tons of roots per acre furnishes about the same digestible nutrients in succulent form as an acre of corn yielding twelve tons of silage.

On the station lands there are more than a dozen bogs generally known in this district by the Indian name "muskeg." These muskegs vary in area from a fraction of an acre to several

acres. Two of the smaller muskegs which lie south of the station buildings have been under cultivation for several years. They have a peat layer about three feet deep. Besides an application of lime they have received the same treatment as the adjoining mineral soil. That is, they have been cropped to a three-year rotation, grain, clover and timothy meadow, and a cultivated crop, receiving ten tons of manure once in a rotation. Under this management they have not produced crops of grain, potatoes, or corn equal to those produced on the adjoining mineral soil, but in some years the bogs have produced twice as much hay as the upland.

The most important problem before the farmers in Northeastern Minnesota, and one that is universal, is that

(Continued on page 47)



Otto H. Bergh, Junior Superintendent and Real Boss at the Station, with Some of the Corn He was So Much Interested in Growing.

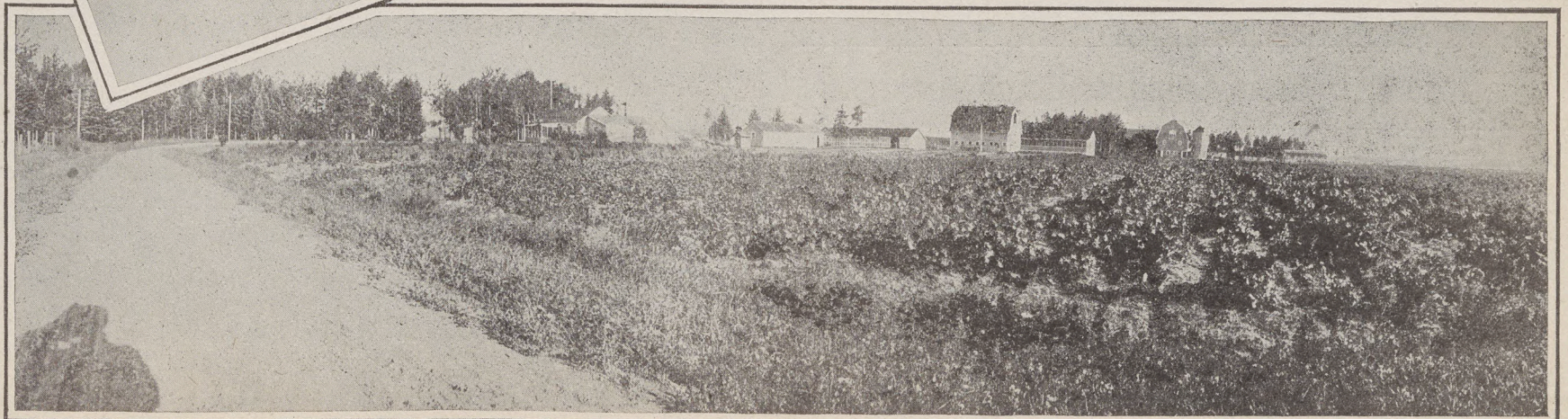
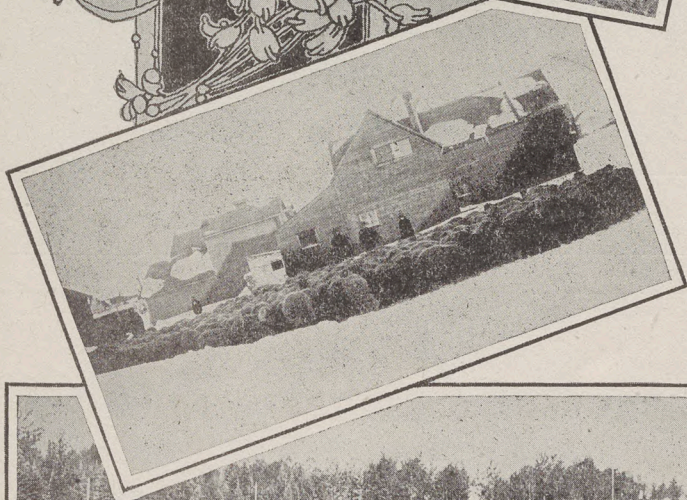
## VON PLATEN LUMBER COMPANY

MANUFACTURERS OF

## NORTHERN HARDWOOD

IRON MOUNTAIN, MICH.





## Sheep and Dynamite an Unbeatable Combination Northern Minnesota That Produces Big Results

**S**HEEP and dynamite handled in conjunction with one another is the way the Western sheep rancher in Northern Minnesota is setting about to get the greatest return from the lands he has taken up. The pictures tell the story.

### THE PLAN OF OPERATION

From 90 to 120 days during the winter feed must be provided. The right way to provide that feed is to grow it on the ranch. The top panel illustrates the best and quickest method of getting the land in shape for cultivation. The plow follows the clearing, as illustrated in the second picture; the result is shown in the third illustration. The pulse quickened, wonderful field of that Northern Minnesota "weed"—CLOVER. Nowhere is finer or is greater yield to the acre produced.

While the land clearing and seeding has been going on, sheep have been grazing on various sections of the uncultivated land; besides taking on weight the sheep have made ready the land for easy clearing. The dynamite moves in and the sheep move on to another section. So the work progresses until sufficient land is under cultivation to produce sufficient hay, roots and other crops as desired to winter successfully. The entire job of clearing may be done in one year or a number of years to suit the individual desire.

### THE RESULTS

1. The development of a permanent ranch in a dependable country.
2. Or ultimately the dividing up of large tracts that can be acquired at very low prices, at present, into smaller tracts for intense cultivation and dairy farming; the land at that time demanding good prices at a most satisfying advance.
3. The value of both cleared and uncleared lands are increased, at least, twice over the money invested.

### NORTHERN MINNESOTA IS DEPENDABLE

We have several desirable tracts, and follow a very liberal policy in assisting in the development of these lands. We would be glad to tell you more about these lands—write us.

---

Cloquet Lumber Co.    Northern Lumber Co.    Johnson & Wentworth Lumber Co.  
CLOQUET, MINNESOTA

---



**A New Farm  
In a Proven  
Farming District  
Insures Success**

Inquire About  
Ontonagon County,  
Michigan

## Ontonagon County, Michigan

is an agricultural region sparsely populated with practical, successful farmers, who have had the advantage of a splendid clay-loam soil as the basis for farming. There are thousands of acres of this same type of cut-over land in Ontonagon County awaiting the settler, or big rancher. Most of the timber was taken off years ago, a greater portion of the land is open, and there is an abundance of clover and grass ready for range purposes, pasture and wild hay. The county's chief industry is agriculture, so you will be settling among farmers in Ontonagon County.

### No Real Estate Game

The County Board of Supervisors of Ontonagon County are inviting you in this advertising space, to inquire about their county, and they will give you official service in helping you find the location you want. Detail information may be had by addressing a letter or post card to

**WILLIAM KROHN**  
County Clerk, Ontonagon County,  
ONTONAGON, MICHIGAN



Shorthorn Herd, Barn and Silo, on the Bidwell Farm, Tecumseh, Michigan

## Making of a Great Industry

(Continued from page 4)

producing sections of the North foresee a very extensive development in better live stock, and a degree of prosperity that invariably accompanies the production of this class. Your readers will understand that it is inevitable that the Shorthorn will play the most important role in the future expansion and progress in your country. There is no other way that your lands can be handled so profit-

ably and so conveniently as through the use of the herds and flocks. Not only does live stock make its return of profits directly, but it adds to the producing power of the land and aids materially in the clearing up of the brushy fields and pastures.

It should be remembered that stumps do not have to be removed to make good pasture. Clover and grass grow just as well among stumps as in open field.

## Fifty Counties in Upper Michigan Have Millions of Acres of Idle Lands

CLOVERLAND is now on the map as the greatest live stock and dairy district in the United States today—it is the last frontier of America. Are you going to grasp the opportunity now or wait until prices begin advancing and eventually become prohibitive for the homeseeker or careful investor?

**Inquire Now;  
Prices Are Low**

### The Public Domain Commission of Michigan

WILLIAM KELLY, *Chairman*, Member Board of Control, College of Mines;  
JUNIUS E. BEAL, Board of Regents, University of Michigan;  
THOMAS E. JOHNSON, Superintendent of Public Instruction;  
COLEMAN C. VAUGHAN, Secretary of State; ORAMEL B. FULLER, Auditor General;  
WILLIAM H. WALLACE, State Board of Agriculture;  
GEORGE L. LUSK, Secretary Commission and Commissioner of Immigration.



Three Prize Winners on Meadow View Farm

WHAT THE

## I. Stephenson Company Trustees

WELLS, MICHIGAN

Offer to Homeseekers on the Sunny Side of  
Cloverland, the Upper Peninsula of Michigan

- Choice of 400,000 acres of land at prices ranging from \$20 to \$30 an acre for cut-over land.
- A climate the same as upper New York, northern South Dakota and central Minnesota—this district is 600 miles south of the much advertised wheat belt of Canada.
- A variety of soils fit for all crops grown in the north temperate zone.
- Good roads, good schools, good water and climate.
- Home markets that now are forced to depend on outside communities for much of their food.
- Railroad service that brings 10,000,000 people within a night's ride for farm products, and the equal of that afforded the farmers of Indiana, Illinois and Iowa.

**Fruit, Dairying and Live Stock,  
Truck Gardening, Grains,  
Root Crops**

—An unsurpassed fruit country, protected by 1,000 miles of shore line along Lakes Michigan and Superior—a practical insurance against frost damage. A choice of five lines of farming.



## U. P. "Round-up"

(Continued from page 7)

per State Board of Agriculture, on "Plans of the State Board of Agriculture for Developing the Upper Peninsula Experiment Station;" R. S. Shaw, dean of agriculture, M. A. C., and director of experiment stations, on "Experiment Station Work and its Relation to Agriculture in the Upper Peninsula;" R. J. Baldwin, director of extension work, M. A. C., on "County Agent Work as a Factor in Developing Agriculture;" Dr. Eben Mumford, state county agent leader, on "Development of Farm Bureau Organization Work;" Mrs. Dora M. Stockman, member State Board of Agriculture, on "Value of Home Demonstration Agents in the Upper Peninsula."

The exhibits by the girls' clubs were in one of the farm buildings adjacent to a large tent where the women's program was carried out. Adjoining the building was a milk booth where fifty gallons of different milk drinks were given away for the purpose of popularizing milk drinks. The booth also contained an exhibit showing the value of milk to health and its place in the diet, and printed recipes were given free distribution.

The Dickinson county club has a splendid exhibition of remodeled garments remodeled hats, required garments in girls' club work, how to know materials, and a layette.

Free instructions for old and young were given in the forenoon and afternoon in simple process of millinery and decorative stitches.

The women's program was carried out as follows: "How Can M. A. C. Best Serve the Home Keeper," by Miss Edna Smith, state leader of Home Demonstration Agents; "Home Demonstration Work in Houghton County," by Mrs. Rice, of Houghton county; "Food Study Clubs," by Mrs.

(Continued on page 47)

# We Want Settlers in Gogebic Co., Mich.

This county is making settlement of the land a part of its official business, and all settlers are directed to the County Agricultural Agent, whose expert services are to be hand free of charge in approving land selections, advice as to clearing, crops, cultivation, live stock growing and dairying.

The big iron mining district of Ironwood affords immediate market for all farm products at profitable prices. A mining community is a consuming community and is always willing to pay good prices for good farm produce.

There is no better opportunity anywhere in the country today to enjoy quick and satisfactory returns from the farm, especially if you have a few dairy cows and chickens.

There are thousands of acres of good farming land in Gogebic County that may be purchased at very low prices and on easy payments. There are good roads and intersecting roads which afford easy access to market, and splendid railroad facilities for shipping. There are good schools throughout the county, and churches that supply a social need not always available in more sparsely settled regions.

There are large tracts of standing timber adjacent to the cut-over land which may be purchased.

Gogebic County has all the natural resources—mining, timber, agricultural land. Could you ask for a better combination in seeking a profitable farm home?

FOR DETAIL INFORMATION WRITE TO

**C. E. GUNDERSON**

County Agricultural Agent,

IRONWOOD

MICHIGAN

## The Keweenaw Land Association Ltd.

— OFFERS —

# Cutover Lands

in Chippewa, Dickinson, Iron, Gogebic, Ontonagon and Houghton Counties in the Upper Peninsula of Michigan in tracts to suit

Clay loam, sandy clay loam, sand loam and sand soils at \$5.00 to \$15.00 per acre. Generally well watered.

**J.M. LONGYEAR, Agent, Marquette, Mich.**

**D. S. DEAN, Treas., 87 Milk St., Boston, Mass.**

## Assembled Acreages in

# WISCONSIN

Are Now Ready for the Western Grazer or the Corn Belt Live Stock Farmer

RANCHES OF ANY SIZE

360,000 acres of the best grassed and clover-covered cut-over lands, all watered by streams and lakes, have been assembled in Northern Wisconsin, and will be apportioned out in solid blocks to suit the stockman.

*Get your location before the Spring rush is on*

Write to the

**Milwaukee Association of Commerce**

Athletic Club Building, MILWAUKEE, WISCONSIN



# Cloverland Bargains

RATE: Seven Cents a Word

Copy for the Cloverland Bargains column must be in the office not later than the fifteenth of month preceeding publication. Address all want ads to the CLOVERLAND MAGAZINE, Cloverland Bargains Dept., Menominee, Michigan

**HONEY**—Best Michigan clover. Ten-pound pail parcel post, \$3.90; five-pound pail, \$2. Cash or C. O. D. E. F. Kindig, East Lansing, Mich.

**A WONDERFUL BARGAIN**—680-Acre tract of choice cut-over land, clay soil, free from stones and very easily cleared, a few miles north of Ewen, Ontonagon County, Michigan. Must sell at once regardless of price. H. Lilliquist, Ironwood, Michigan.

**WANTED**—Position as working manager with someone on large tract of land to be developed into a live stock farm. Have had an agricultural college training and life-time experience on large live stock and grain farms. Prefer to work on salary and percentage basis. Will invest some in good proposition. Best of references. Address, Box 84, care Cloverland Magazine.

**WANTED**—Position as farm manager or tenant on good farm. Have had considerable farm experience and can take care of dairy, cattle, horses and pigs. Have one large boy and three smaller boys—a family of wife and five children, all experienced in large garden work and some farming. Write at once. William Pittsley, Carter, Wisconsin.

**FARMS WANTED**—To sell your real estate, business or patent quickly for cash, write Northwestern Business Agency, Minneapolis, Minn.

**SHEEP** for Cloverland farmers. Will place ewes on shares with reliable farmers and give you an opportunity to start in the sheep business and at the same time make money. If you want to buy sheep, write us for prices. Can arrange satisfactory terms. Cheever Buckbee, Pres. Cloverland Sheep Corp., 719 Ludington St., Escanaba, Mich.

**IMPROVED FARM**—100 acres, one-half mile of lake shore, good house, stone basement, mile from town on good road, 20 acres cleared, 40 acres fenced, quantity valuable cedar and birch, price includes crop, 10 acres potatoes, 10 of oats. \$6,500. Fred L. Brown, Mercer, Wis.

**WANT TO HEAR** from party having farm for sale, give particulars and lowest price. John J. Black, 177th St., Chippewa Falls, Wis.

**FREE Wisconsin Bulletins**—Soil, climate and crops. Immigration Bureau, Wis. Dept. of Agriculture, Capitol 5, Madison, Wis.

**OCONTO COUNTY, WISCONSIN**—The Garden Spot of the Universe. If at all interested you should at once become acquainted either by way of a visit in person or correspondence with me relative to my most unexcelled bargains, of either improved or unimproved hardwood timber farm lands. The best quality of productive clay loam soil, with excellent climate conditions produces unfailing big crops of diversified grains, alfalfa, clover, sugar beets, potatoes, fruits. Dairying very highly developed, the best of modern environments by way of church, school, cheese factory, grain and live stock markets, improved farms immediate to hand. At bargain prices thereupon. If interested better act at once for prices are destined to inance in value rapidly. Charles A. Best, Oconto, Wis.

**LANDS FOR MIXED FARMING AND GRAZING**—In Marquette and Alger County, Mich. Cut-over Hardwood Timber Lands, suitable for General or Special Farming, Stock Raising, etc. Excellent Water. Soil of Rich Sandy Loam. Exceptionally Liberal Terms. Also some Choice Tracts in Antrim and Emmet County. Write at once for our Beautiful Illustrated Booklet. Jackson & Tindle, Inc., 503 Niagara Life Bldg., Buffalo, N. Y.

**MICHIGAN SNAPS**—120 acres near Houghton. Small clearing. Good soil, no waste land. Only \$2,000; \$500 cash. 80 acres close to Ewen. Nice little house and barn. 20 acres cleared. Only \$1,600; \$600 down. Hardy-Ryan Abstract Co., Waukesha, Wisconsin.

**TWO MICHIGAN BARGAINS**—80 acres. House, barn, clearing. Near Paynesville. \$1,250; \$250 down. 80 acres near Ewen. \$1,200; \$200 cash. Both on roads. Good land. Wm. Hardy, owner, Waukesha, Wisconsin.

**FOR SALE**—3,500 acres in one block. Seven miles north of Oconto. A low price will be accepted for the whole tract. W. H. Grunert, Green Bay, Wis.

**A FINE FARM FOR SALE**—280 Acres, one mile west of Carney, Michigan, which has good schools and a creamery. 150 Acres of this land is cleared; has a good house and hay barn and small orchard, plenty of running water all the year. Uncleared land is well seeded to grass; the soil is clay loam. There is not an acre of poor land in the farm. Easy terms. Address Box 58, % Cloverland Magazine.

**HAY**—Write or wire us whenever in need of Clover or Timothy Hay, also Straw, in carload lots. Dafter Hay & Grain Co., Dafter, Michigan.

**FOR SALE**—250,000 acres of unimproved cut-over lands in tracts to suit purchaser. Prices \$5 to \$15 an acre, terms reasonable. Address J. M. Longyear, Marquette, Mich.

**FOR SALE**—Choice cut-over hardwood lands, especially adapted to grazing and general farming. Small or large tracts at reasonable prices, terms to suit purchaser. Northwestern Cooperage & Lumber Co., Gladstone, Mich.

**FOR SALE**—2,000 Acres land, in one block. Excellent soil. Well located. Price and terms attractive. Write Fred A Roper, Menominee, Michigan.

**FOR SALE**—One fine 3,200 lb. team, bay geldings, 6 and 7 years old; gentle, experienced farm team; includes heavy farm harness in A-1 condition; price \$450. One grade cow, half Jersey half Guernsey, 8 years old, gentle as a lamb, milks 14 qts. when fresh, freshens in July; price \$150. One 1918 Ford touring car, excellent mechanical condition, tires new; price \$450. One western saddle pony, rein broken, speedy, full of life, gentle; includes fine western saddle; price \$60. Ten tons A-1 clover hay; 25 tons clover and timothy mixed; baled; at market price. Address, W. B. Wallace, Lakewood, Wis.

**FOR SALE**—Yearling bucks for breeding purposes. Shropshires. Apply to Westleigh Farm, Lake Forest, Ill.

**FOR SALE**—1,000 head of breeding ewes, 2 to 5 years old. These sheep to be sold in lots to suit purchasers. Write for prices and further information. John Rachon, Kenton, Mich.

**SHEEP FOR SALE**—500 breeding ewes, 1 to 4 years old. Averaged 8½ lbs. wool this season. Lots to suit purchaser. \$10.00 per head. Teams if desired. Vail & Smith, Alvin, Wis.

**FOR SALE**—160 acres hardwood timber. C. W. Lightfoot, 910 Minn. Ave., Gladstone, Mich.

**WAUKESHA FARM FOR SALE**—56 acre highly improved farm in Waukesha Co., 14 miles from Milwaukee, 5 miles from Waukesha. Concrete road will pass farm. 10-Room brick house, hardwood floors and hot water heat, acetyline lighting system in house and barns. Basement barn 36x70, silo 12x26, all in good repair. This location suitable for general store, auto supply or hotel. Price \$14,000. Liberal terms to responsible parties. Address John Casper, R. 4, Waukesha, Wis.

80 A, half under plow, level, good road, R. F. D., phone, school on land, near cheese factory, milk route by door, nice stream, no stone, good buildings, best of soil, right price and easy terms. V. E. Conwell, Ladysmith, Wis.

**HAMPSHIRE**—Am offering my entire flock of breeding ewes, lambs and yearling rams. Also Champion and third prize ewes of 1918 International. Write for catalog and special prices of carload lots. Mrs. Harley R. Emmons, Elsie, Mich.

**FOR SALE**—We have tracts of cut-over lands of all sizes for practical stockmen who want to succeed in a permanent manner. Consolidated Lumber Co., Manistique, Mich.

**FOR SALE**—Upper Peninsula cut-over lands suitable for grazing or general farming, in Alger, Chippewa, Gogebic, Luce, Mackinac and Schoolcraft counties. For information write, Land Department, Charcoal Iron Company of America, Marquette, Michigan.

**FOR SALE**—We own 15,000 acres of cut-over lands in Dickinson, Baraga, Menominee, Iron and Gogebic counties, in the Upper Peninsula of Michigan; 20,000 acres in Forest and Florence counties, Wisconsin. Any size tract on easy terms. J. W. Wells Lumber Co., Menominee, Mich.

**FOR SALE**—Pure bred Guernsey bull, 2½ years old; Sire, Masher Rockingham; dam, Carilon Chosan. Price, \$200, or will exchange for breeding ewes. Address Herbert Burrows, Emetta P. O., Lake County, Minn.

**FOR SALE**—Several sections of best cut-over land, near railroad, on good roads, close to Superior, \$20 per acre, easy terms. Also have a few good improved farms for sale. For information, write John W. Lake, Poplar, Wis.

## Door County, Cherry Land of Wisconsin

(Continued from page 5)

estimated that in all between 5,500 and 6,000 people are engaged in the cherry industry for a period of little more than one month.

The size of orchards, of course, varies a great deal. The Co-operative Orchard Company, with an unbroken tract of 600 acres has the largest orchard of sour cherries in the world. The Reynolds orchard contains 250 acres, the Sturgeon Bay Fruit Company and the Peninsula Fruit Farm have several hundred acres each. Many orchards of individuals contain five, ten or fifteen acres, enough for one man with assistance in the picking season to take care of. Not all the orchards are near Sturgeon Bay, but some are found along the entire length of the peninsula at Egg Harbor, Fish Creek, Ephraim and even as far north as Washington Island.

Door County has approximately 1,000 acres planted to apples. The chief varieties grown are the Wealthy, McMahan, Duchess, Snow or Fameuse, Northwestern Greening and MacIntosh. Apple growing has been carried on for over forty years, although only within the last ten years have the commercial orchards assumed a size of any importance.

The apple orchards were planted about the same time that the cherry orchards were put on a commercial basis. The apple orchards vary in size from five to forty acres, practically every farm having a small orchard.

The 1920 crop of 10,000 barrels will be about twice the size of the 1919 crop when almost 5,000 barrels were harvested. Of the 1920 crop about 8,000 barrels will be shipped and the remainder turned into cider. The apple trees are yielding exceptionally fine this year, 15-year-old Snow-apple trees carrying around five barrels, 12-year-old Wealthy trees three barrels, 15-year-old McMahan's eight barrels.

On D. E. Bingham's orchard Dudleys run about 300 bushels to the acre. Two hundred bushels for a tract of four acres of seven-year-old MacIntosh trees is the crop of M. B. Goff. The apple crop is handled by the Sturgeon Bay Apple Growers' Association.

Although cherries form the big crop of Door County fruit, with apples second, strawberries, red and black raspberries and currants form a material part of the total fruit crop. The strawberry season closes about the time the cherry season opens. With a total of 10,000 cases of sixteen quarts each the 1920 strawberry crop was the largest since 1913. From a patch of one and one-eighth acres 535 cases were harvested, one picking alone yielding 165 cases. Other small fruits are equally productive.

### FARM LANDS

I have thousands of acres of choice cut-over lands in Gogebic and Ontonagon Counties, Michigan.

IT WILL PAY YOU TO SEE ME BEFORE YOU BUY ELSEWHERE.

"The Landman"

Office, 216 Aurora St., Ironwood, Mich.

## Upper Peninsula Cut-Over Lands

Suitable for Grazing or General Agricultural Purposes

# FOR SALE

in Alger, Chippewa, Gogebic, Luce, Mackinac and Schoolcraft Counties

THE Northern Peninsula of Michigan is the best Live-stock and Dairy country in the United States, if not in the world. It can care for 8,000,000 sheep and 1,000,000 head of cattle.

For information write

LAND DEPARTMENT, Charcoal Iron Company of America  
MARQUETTE, MICHIGAN



# Field Crops in Northern Minnesota

(Continued from page 42)

of land clearing. The seeding down and pasturing of stump land with sheep or cattle, for several years previous to the removal of the stumps can be recommended wherever permissible. Such delayed clearing will be found economical on at least a portion of every farm.

TABLE 1.  
Variety Test of Wheat.  
Average Yield Per Acre From Three Plots, 1915 to 1918.

Variety	Number	1915	1916	1917	1918	4-year average
Minnesota (durum)	951	Bu. 27.4	Bu. 10.0	Bu. 13.4	Bu. 47.50	Bu. 24.58
Kubanka (durum)		25.1	5.5	16.1	44.17	22.72
Red Chaff (life)		28.5	4.5	17.6	38.35	22.24
Prelude (bearded spring)	3,323	30.6	9.2	14.3	35.08	22.30
Hyde (bearded spring)		24.6	3.2	19.8	34.70	20.58
Marquis (life)	1,239	30.5	4.5	11.5	35.42	20.42
Minnesota (life)	163	27.3	2.7	11.8	37.12	19.73
Haynes (bluestem)	169	30.3	3.0	13.6	29.59	19.12
White (life)		22.8	2.5	15.9	33.80	18.75
Alaska (poulard)		20.8	3.0	10.6	38.15	18.14
Powers (life)		21.6	3.2	13.3	31.24	17.34
Red (life)		24.3	1.5	10.6	22.49	14.72

TABLE 2.  
Variety Test of Wheat.  
Average Yield Per Acre From Three Plots, 1919.

Variety	Number	One-Year average
Emmer		Bu. 21.48*
Acme (durum)	1,967	10.41
Mindum (durum)	470	5.50
Kubanka (durum)		4.35
Prelude (bearded spring)	3,323	2.68
Kubanka (durum)	2,102	2.68
Marquis (life)	1,239	1.31
Preston (bearded spring)	924	0.78
Humpback (bearded spring)	1,598	0.16
Arnautka (durum)	2,103	0.13

\*Emmer is figured at 60 pounds per bushel after deducting 20 per cent for hulls in order to give yield comparable with wheat.  
Mindum No. 470 is a selection from Minn. No. 951.

TABLE 4.  
Average Yield of Oats Per Acre From Three Plots, 1919.

Variety	Number	Average Yield
Iowa No. 103	531	Bu. 45.67
Norway		35.72
Nursery Selection	358	34.25
Victory	514	34.25
O. A. C. 72	500	32.41
Imp. Ligowa	281	31.43
Lincoln	505	30.93
Swedish Select		27.78
Early July		26.88
Silvermine	506	26.15
White Russian	339	23.32

TABLE 3.  
Average Yield of Oats Per Acre From Three Plots, 1915 to 1918.

Variety	Number	1915	1916	1917	1918	4-year average
		Bu.	Bu.	Bu.	Bu.	Bu.
Kherson		106.30	61.90	35.40	103.40	76.75
Banner	507	97.90	61.20	25.10	116.77	75.24
Lincoln	505	95.60	46.60	30.03	126.13	74.59
Early Gothland	295	87.00	52.20	32.30	123.90	73.85
New Market		88.60	57.50	28.10	119.07	73.32
Trifolium		91.70	49.90	32.75	126.93	73.07
White Russian		100.00	57.80	28.15	96.40	70.09
Danish Island		84.40	56.90	28.55	109.68	69.88
Golden Beauty		86.80	57.50	28.60	103.40	69.08
Abundance		83.90	52.80	22.60	115.53	68.56
Swedish Select		79.60	50.60	28.50	105.00	65.93
60 Day		110.60	40.00	26.45		59.02*

\*Three-year average.

TABLE 5.  
Average Yield Per Acre in Variety Tests of Winter Rye, 1919.

Variety	Yield Per Acre	
	Grain	Grain and Straw
Swedish No. 2	Bushels 29.1	Pounds 4,191
Wis. Pedigree	28.1	3,020
Rosen	31.7	4,069
Abruzzes	26.2	3,610
Spring rye	10.5	2,176

TABLE 6.  
Yield of Grain Per Acre in Variety Test of Field Peas

Variety	Yield per acre
	Bu.
Wisconsin No. 508	30.5
Green No. 208	25.8
Green Canada	24.6
Green No. 108	18.6
Pedigreed Marrowfat	18.3
Bangalia	14.3
Yellow Canada	14.3
Arthur	14.3

TABLE 7.  
Yield Per Acre of Potato Varieties.

Variety	1917	1918	1919	Three-year average	U. S. grade No. 1*	Yield
						per acre U. S. grade No. 1*
	Bu.	Bu.	Bu.	Bu.	Per cent	Bu.
Green Mountain	373.58	374.7	414.2	354.16	92.9	329.02
Burbank	254.63	415.3	307.5	325.81	74.2	241.75
King	275.53	318.7	340.1	311.46	94.1	293.08
Irish Cobbler	300.83	318.3	398.0	305.71	89.7	274.22
Burbank Russet	270.17	354.7	289.7	304.86	77.6	236.57
Rural New Yorker	211.83	318.0	342.8	290.87	91.8	267.22
Bliss Triumph	258.67	254.4	257.1	256.71	91.6	235.15
Early Ohio	299.66	250.0	209.0	252.88	87.7	221.78
Itasca (Green Mountain Seedling)		381.3	376.2	378.75	89.6	339.36

\*Graded over Bogg grader, 1 1/2-inch mesh revolving screen.  
Two-year average.

## U. P. "Round-up of Cloverland Farmers

(Continued from page 45)

Brearley, of Schoolcraft county; "Helps in Home Sewing," by Miss Antonio, of Dickinson county; "Girls' Clubs in Northern Michigan," by Miss Barbara VanHeulen, state leader Girls' Clubs; Garment making demonstration, by the Girls' club of Iron county; "Mechanics of the Household-illustrated Lecture," by Miss Sylvia Richardson, H. D. A., Gogebic county, and Miss Pratt, H. D. A., Chippewa county; "Home Millinery," by Miss Helen Arms, clothing specialist.

While every phase of the Round-up was a brilliant success, the outstanding feature was the boys' camp, the work they are doing through their

clubs, and the live stock judging contest in which they took part. A two days camp was arranged for the boys and girls at the expense of Michigan Agricultural College for the purpose of giving them instructions. The camp was under some spreading elm trees on Slapneck creek, which runs through the station farm. Eight large army tents with regular camp bunks filled with straw were provided for their accommodation.

Thirty boys drifted into camp the day before the Round-up and by the next evening 101 had been enrolled.

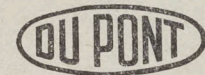
After the crowds had gone on the last day, the boys enjoyed "a regular boys' feed" at the camp, and put on



### Take out more stumps NOW Clear more acres this Fall

FAR more land was cleared last spring in this section than in any previous year. The crops were bigger. Farmers made more money.

Keep up the work of changing waste land into money-making land. Now, after harvest time before snowfall is a chance to make more acres ready for planting. Most farmers use



20% RED CROSS DYNAMITE

because it is easy to handle, and saves time, labor and money. Write for our Handbook of Explosives. It will tell you the newest and best ways to clear land. Buy Du Pont Explosives from your local dealer.

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## Choice Cut-Over Hardwood Lands

Especially adapted to grazing and general farming, located on trunk line railways twelve hours from Chicago markets. For sale, in small or large lots, at reasonable prices, terms to suit purchasers. For particulars write

## The Northwestern Cooperage & Lumber Co.

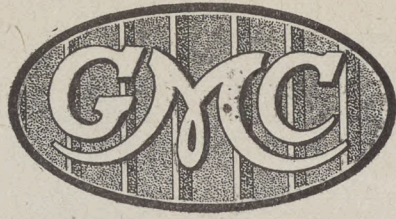
GLADSTONE, MICHIGAN

a new course of stunts for the evening entertainment. They were given a big breakfast the following morning and at 9 o'clock bid farewell to the camp. Before leaving the boys gave a big vote of thanks to Superintendent McMillan and the Michigan Agricultural College for the good instructions and enjoyable entertainment, and were unanimous in their

opinion that the club members camp should be made an annual affair in connection with the annual demonstration and Round-up at the station.

System isn't red tape. Good business men know it. Housekeeping and homemaking is a business. System is an essential in its successful operation.

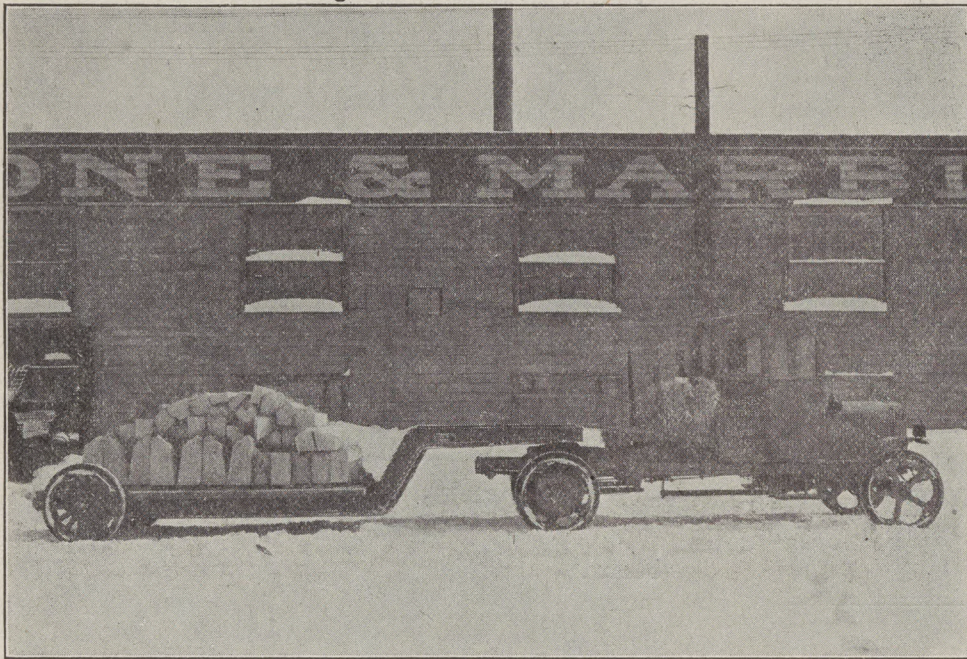




# General Motors Trucks

A PRODUCT OF  
THE GENERAL MOTORS CORPORATION

Built in All Sizes from  $\frac{3}{4}$ -1 Ton to 5 Ton Capacity



## At Milwaukee, Wis.

A 2-ton GMC used as a tractor in the service of the Andres Stone & Marble Co.

The semi-trailer has a capacity of six tons.

This concern is the largest in its line of business in the West.

## At Milwaukee, Wis.

A 2-ton GMC in the service of the Tews Lime & Cement Co.

This is one of the largest concerns in Milwaukee handling building materials.

The fact that "Big Business" uses GMC Trucks proves that GMC's are worthy of careful consideration.



These Cloverland Dealers will be glad to tell you about GMC Motor Trucks

Union Auto Co., Eau Claire, Wis.  
Elsen & Philips, La Crosse, Wis.  
Service Sales Co., Green Bay, Wis.  
A. G. Jennings Motor Sales, New London, Wis.  
Highway Service Garage, Marathon, Wis.  
J. T. McCann Co., Appleton, Wis.  
Cloverland Garage & Machine Works, Manistique, Mich.

Merrill-Buick Co., Merrill, Wis.  
A. C. Homan Auto Co., Menasha, Wis.  
Hathaway-Buick Co., Oshkosh, Wis.  
Munising Motor Co., Munising, Mich.  
V. L. Lipsett, Pickford, Mich.  
Austin Lipsett, Sault Ste. Marie, Mich.  
Larson & Asplund, Ashland, Wis.

J. A. Rummele Auto Co., Manitowoc, Wis.  
Raab Motor Co., Sheboygan, Wis.  
Johnson Motor Co., Fond du Lac, Wis.  
Auto Supply Co., Plymouth, Wis.  
Farm Power & Equipment Co., Lancaster, Wis.  
Graham & Pecard, Bessemer, Mich.  
W. F. Beilke, Wausau, Wis.  
Bingham Motors Co., Janesville, Wis.

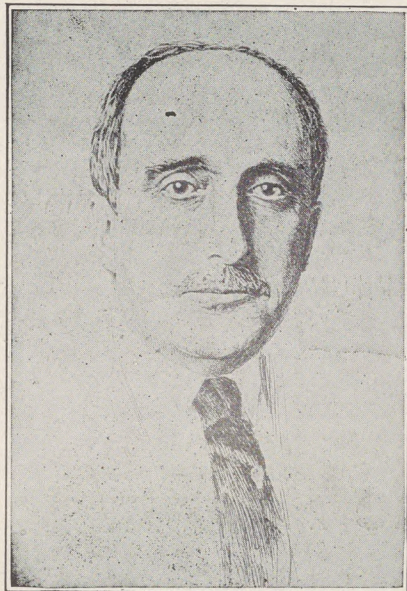
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## A Twelve Million Dollar Endorsement For Cloverland



J. OGDEN ARMOUR

TO THE EDITOR, CLOVERLAND MAGAZINE:

I BELIEVE in the agricultural and live stock possibilities of "Greater Cloverland," that rich belt comprising Northern Michigan, Northern Wisconsin and Northeastern Minnesota, with its thirty million acres of available cut-over, or former timber lands.

This belief is shared with enthusiasm by my business associates. It is reflected in the recent completion and operation of Armour & Company's new packing plant at South St. Paul, representing an investment of twelve million dollars.

My investigation in November, 1919, showed a remarkable development activity in "Greater Cloverland," both in the taking up of small farm holdings and the movement to this section of thousands of cattle and sheep from less favored ranges.

"Cloverland," the well named "Last Frontier," is a place of opportunity for the hustler, the working, modern farmer; a place of vigorous climate, rich and productive soil, and all of it within a few hours by rail of the great central and northwestern markets.

Rich as have been its yields of timber and mineral, and almost exhaustless as they seem today, I hold with those who believe that the greatest wealth of this new Northwest is in its possibilities for agriculture and live stock, already developing in every county.

(Signed) J. OGDEN ARMOUR,  
President of Armour & Company.



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*For Cake!*

*For Pastry!*



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YOU don't need a "special" flour for pastry. Pillsbury's Best, the all-purpose flour, makes delicious cake and pastry as well as bread.

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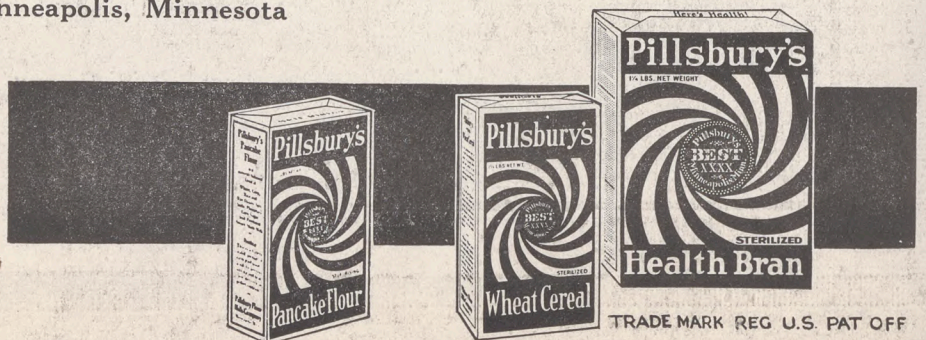
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