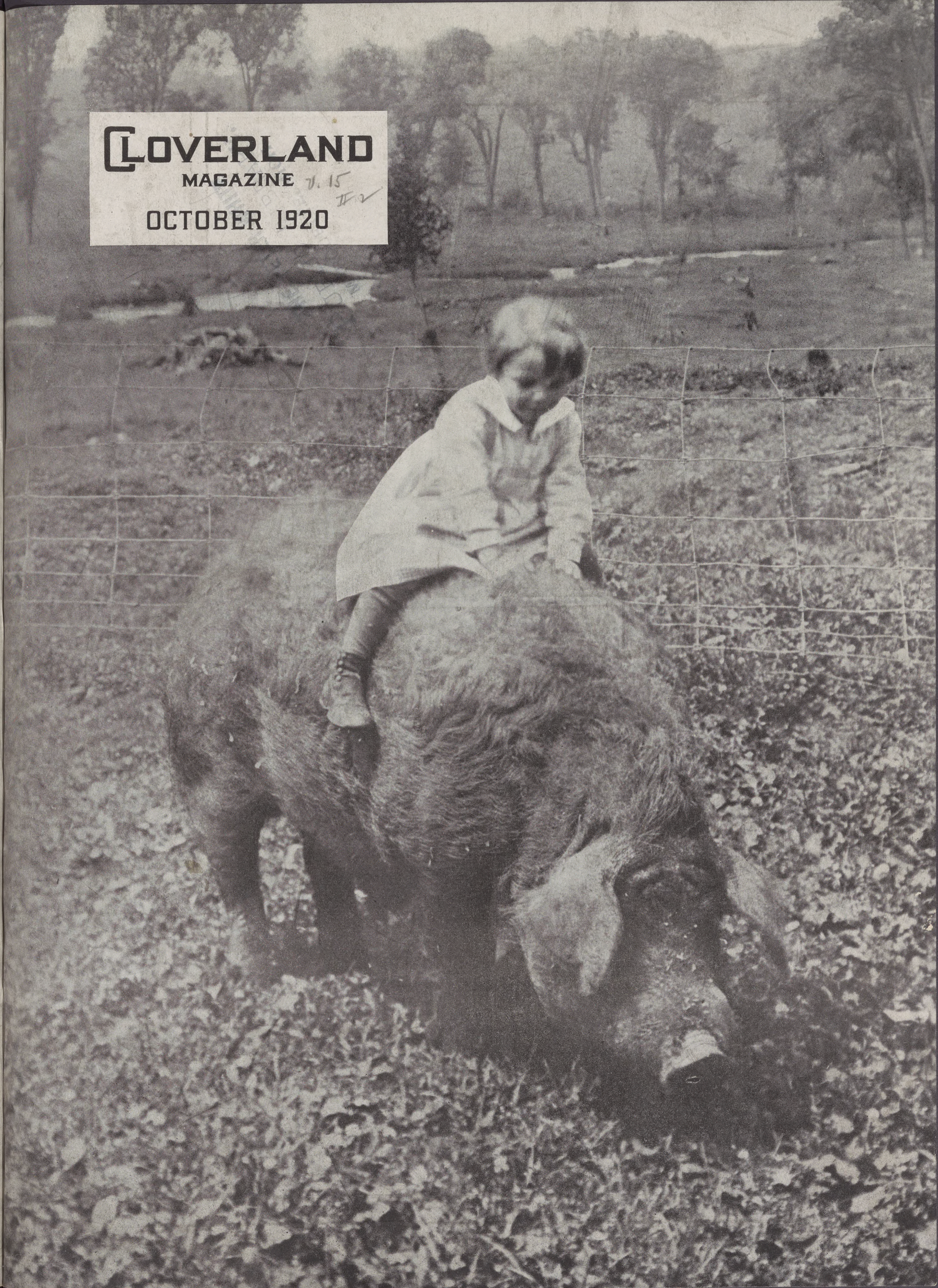


# COVERLAND

MAGAZINE *v. 15*

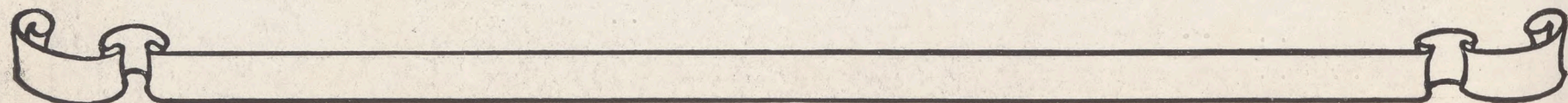
OCTOBER 1920 *IV 2*





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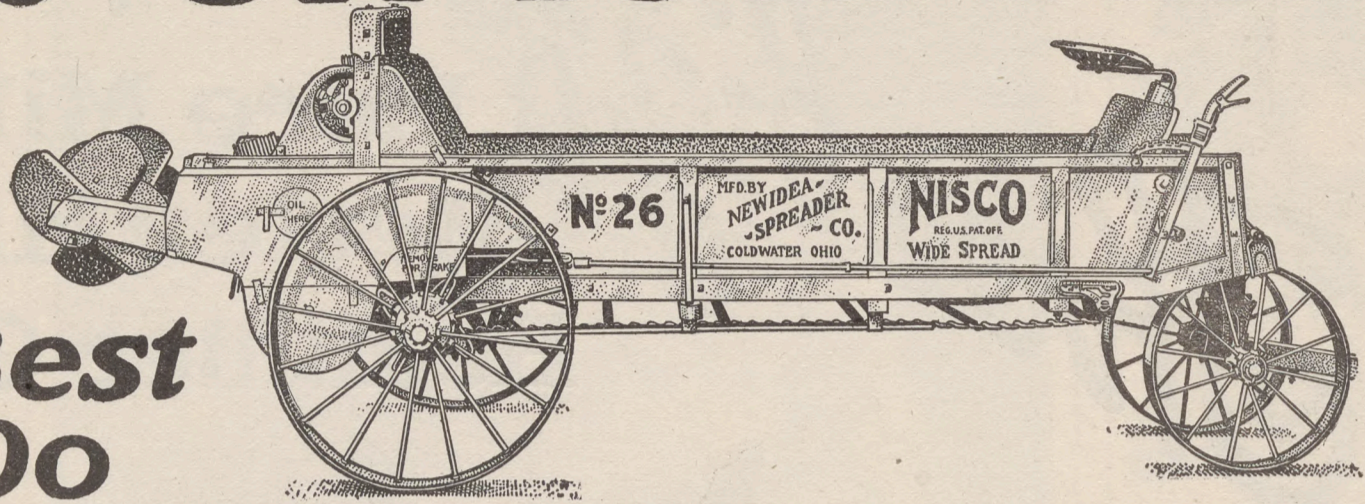
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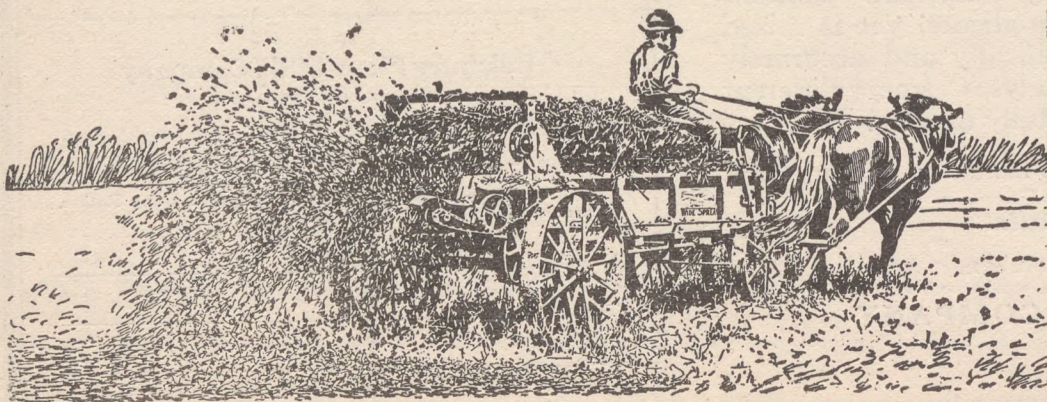
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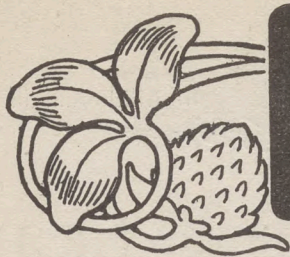
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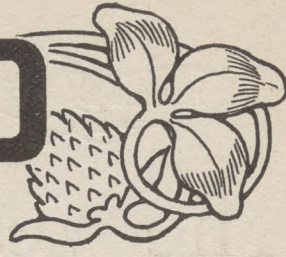
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# CLOVERLAND

## MAGAZINE



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## BREEDING and FEEDING DAIRY CATTLE

By C. D. GRISWOLD

President, La Crosse County Guernsey Breeders' Association

**E**ARLIEST records of civilization show that man domesticated certain animals for which he found use. Later records show him breeding these animals with a certain ideal in mind and useful end in view. We read in the Bible how Jacob by control over his father-in-law's cattle caused nearly all of the new-born to be ringed, streaked and speckled. Cattle so marked were least desirable, therefore Laban gave them to Jacob as his share of the profits. This was the way in which he paid him for his labor and responsibility. When the old man realized, however, that his son-in-law was getting the larger part of the increase in the herd, he changed about and took the ringed, streaked, speckled for himself, giving his son-in-law the solid colored offspring. As soon as it could be done then, Laban's herdsman saw to it that operations were changed and then the majority of the cattle were solid colored. Here is the record of an intelligent and successful breeder of cattle. Of course, changing the colors was evidently a simple matter, for it was done in a couple or more generations, but men have been breeding cattle with an ideal in mind and end in view ever since.

Hand in hand with breeding has come feeding operations. Man learned that domesticated animals need more care than those that grow in the forests and jungles or on the plains. The law of the survival of the fittest does not operate so entirely among domesticated animals as among wild ones. Having bred an animal to his liking, man does not care to see it fail to meet his needs because of the lack of something required in the diet. Man has also learned that animals must be fed differently when they are to be put to different uses. When taking advantage of nature's laws in breeding an animal, it also pays to take advantage of them in feeding. When a man has bred a hog away from the wild boar type, he knows he will annul his success by continuing to feed it the way the razor-back grazes.

Again man finds he has a feed which he can grow in abundance and with ease. What does he do then? He breeds his animals so that they adapt themselves to the feed and make good use of it. As an example, a man taking up residence in a new country soon learns what he can grow profitably in his new location. He then se-



A Perfect Type of Guernsey Bull and a Herd Sire That Is Famous in Wisconsin Butter Fat Records.

lects animals that do well on such feed and proceeds to breed them better. Suppose he buys a farm in Northern Wisconsin, or Northern Michigan, or Northern Minnesota. What grows best on the land? Probably clover. Does he then invest in thorough-bred race horses as breeding stock with which to stock his farm? Hardly. But why? Because trotting horses do not do well on clover, nor do they give him what he has use for as stock. They would be an unprofitable selection. There is no question as to clover being a profitable crop. The same racing stock might make money for the owner if he lived in Kentucky, but not in Northern Wisconsin because of the difference in conditions there.

If the new settler in the northern portion of these three states takes a look about him, he sees clover hay and pasture in abundance. He observes that root crops and small grains, such as barley and oats do well. Corn grows some of the way, but does not mature well. The farmer realizes that he cannot raise corn and hogs in competition

with the Iowa farmer and beat him at it, for a hog likes some grain and a great deal of corn. Clover and roots cannot form the main part of a hog's diet for he has been bred and fed differently for years and years.

Dairying recommends itself to the beginner on his northern farm because he sees that it will give him a market for what he can raise with profit. This being the case, he must select a breed that will do well on what he can grow. This breed must be rugged and acclimated. It must have been bred for production on such feed as he has at hand. It must be economical producers of products of the highest quality. It must be the proper size, not too large nor too small. It must have been bred and fed along those lines for a long time, thus reducing the number of poor producers among the offspring and making progress easier along the lines of breeding which he must follow. It will be natural, therefore, for him to choose the Guernsey breed of cattle.

Let us consider for a moment why

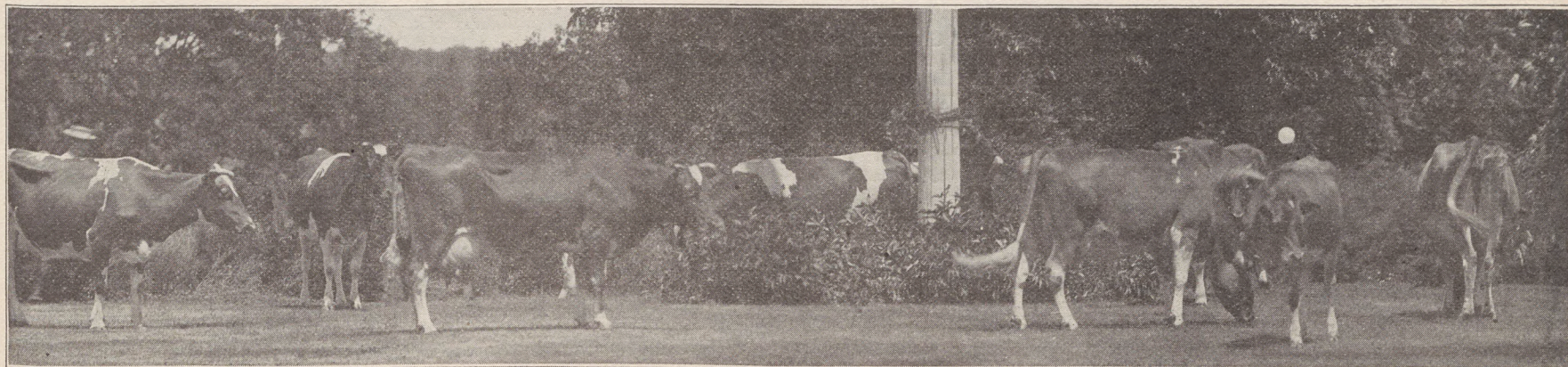
this breed is ideal for Cloverland. For centuries, farmers of the island of Guernsey have been breeding these cattle with the same ends in view which guide the farmer of the Northwest in his choice. The climate on the island is hardly the California variety. The cattle must be out of doors nearly all the time so they have to be sturdy and rugged. They are fed mostly on pasture and roots.

The reason for this is that the main business of the people on the island is the greenhouse business. Vegetables are raised for the London market. The cattle are pastured along the roadsides and in untilled places so as to let nothing waste. Land is very high priced and nothing can lie unused. The cattle are kept to consume all roughage and unmarketable stuff. They also furnish fertilizer for greenhouse use. They have been fed grain only during the last few years and during the war it was absolutely prohibited. The Guernsey has been bred to produce on little or no grain. She is a roughage consumer.

Exponents of larger breeds claim their cattle are great consumers of roughage—and they are—but they are even greater consumers of grain. The Guernsey can eat more roughage in proportion to her weight than the larger breeds. Indeed, in Wisconsin there are several Guernsey breeders who freshen cows in the fall and feed them all through the long winter on silage and alfalfa only. They give them no grain at all, but these cows make enough fat to enter the Advanced Registry which requires 360 pounds of butter-fat in 365 days. The economy of such production in these days of \$75 grain stands without question.

Aside from the fact that these cattle have been so fed for centuries, another reason for their economical performance lies in that fact that they are the proper size. Dairy cattle should not be too small and fine, but rugged and sturdy. On the other hand, they should not be too large. Recently considerable has been said about ton cows, cows that weigh 2,000 pounds or over. That such cows are enormous consumers of feed no one will question. All will admit that. But is their production equally heavy? Not at all. These cows, given every advantage, fail to produce much over half their

(Continued on page 36)



A Herd of Guernseys That Convert Cloverland Grass and Clover into Butter Fat, the Big Cash Revenue of the Average Farmer.

# CLOVERLAND MAGAZINE

## The West Demands St. Lawrence Outlet to Sea

By HON. I. L. LENROOT

United States Senator from Wisconsin

**T**HE West demands the St. Lawrence outlet to the sea. This is the greatest project of interior development that has ever been before the American people, and the country is to be congratulated upon the progress made. That this project will become an accomplished fact is as certain as the return of the seasons. Sectional and narrow-minded opposition may temporarily delay it, but can never defeat it.

The West demands it! Not alone because it will primarily benefit the interior of our country, but it demands it because the project is national in its scope and will benefit the entire nation. The arguments are all in its favor, and the only wonder is that it has not already been accomplished. The reasons now existing for it, however, are so compelling in their force, that it can no longer be delayed.

The history of the idea of connecting the Great Lakes with the sea is most interesting. It has been a dream of many, many years, almost since the Republic was founded, and its history is not so dissimilar to the history of the Panama Canal. It may not be generally known that the first project for connecting the Great Lakes with the sea was inaugurated by George Washington. In 1792 he obtained the passage of an act of incorporation by the Legislature of the State of New York for the construction of a waterway between the Hudson River and Lake Erie by a system of canals and slack water and lake navigation by way of the Mohawk River, Oneida Lake and River, Oswego Lake, and Lake Ontario. Of course, Washington little dreamed of the leviathans of the deep that we have in our day.

As we all know, canals have been constructed: We have today the Erie Canal, but it does not permit the passage of ocean-going vessels in the Lakes. The Welland Canal, which will soon be completed, will be sufficient for the passage of such vessels. And the people of the entire interior, from the Pacific Coast to the Allegheny mountains, are interested in securing a deep-waterway to the sea which will permit the passage of ocean-going vessels.

The project was taken up next some years ago by Senator Townsend, and he rendered a great service in bringing it to the attention of the public. The particular movement which has now resulted in positive action originated with Mr. Charles P. Craig, the energetic and efficient executive director of the Great Lakes-St. Lawrence Tidewater Association. In a speech which he made in 1918, he ably set forth the advantages of a waterway to the sea. This speech coming to my attention, I prepared and introduced in the Senate an amendment to the Rivers and Harbors Bill, requesting the International Joint Committee "To investigate what further improvement of the St. Lawrence River between Montreal and Lake Ontario is necessary to make the same navigable for ocean-going vessels, together with the estimated cost thereof, with its recommendation for co-operation by the United States with the Dominion of Canada in the improvement of said river."

This Commission had been created by the treaty of 1909 between the United States and Great Britain, one of the provisions being that the Commission, in addition to its duties specifically set out in the treaty, should make any further investigations and reports that might be requested by either nation. We were therefore fortunate in having an existing Commission at hand qualified to take up this work. The Committee of Commerce took favorable action upon the proposed amendment, and it was reported to the Senate. There, I regret to say,

it met with the determined opposition of the New York senators and also some of the New England senators. The matter was debated for the greater part of a day, it being ably supported by Senators Townsend, Kellogg, Nelson and Pomerene, and when the roll call was had, we were victorious by a vote of forty-three to eighteen. I am sure we shall do as well when the actual adoption of the project comes before the Senate.

I wish to mention this project first from a purely national standpoint, and secondly, from the standpoint of its special benefits to the interior of the continent. One of the greatest problems we have today is that of transportation, and it is monthly becoming more serious. I am informed that the volume of transportation in the United States has in six years increased forty-seven per cent, while the transportation facilities have increased less than two per cent!

The primary cause of the breakdown of the roads when taken over by the government in 1917 was the railway congestion from Pittsburgh east, and especially at the port of New York. That was the neck of the bottle, and it became completely choked. That condition was only partially relieved during the war. It still exists to a large degree. The only solution is the early completion of this waterway, or the building of vast terminals at New York, and additional tracks between Chicago and New York, and the expenditure of hundreds of millions of dollars in railway equipment. The cost of this alone would much more than pay for the entire St. Lawrence project, while the revenue from the St. Lawrence route would not only pay interest upon its cost, but also return the principal within a few years.

With this project completed, railroads will be saved hundreds of millions of dollars in new expenditures without suffering any loss of net revenue to them. The power produced from the completion of the project it is estimated will save twenty-five million tons of coal annually, equal to more than five hundred thousand carloads! If this relief could be had immediately, there would be no danger of the people of the Northwest freezing next winter. And besides, the coal would be saved for future use.

What folly it is to permit nearly two million horse-power of energy to go to waste each year; a power that is never exhausted; and which will continue as long as rains fall and waters flow.

From this standpoint alone this is a national project, and it is the nation's business. The completion of the St. Lawrence project will relieve railway congestion; will stimulate food production; will reduce the cost of transportation; and prove a very important feature in the reduction of the high cost of living.

Now as to the benefits to the interior of the continent: Today there is a shortage in nearly everything the world needs. From Pennsylvania to the Mississippi River great industrial centers have been builded. By the time this project can be completed, this shortage, at least as far as it concerns manufactured articles, will have been made up, and if these industries are to exist and prosper, they must more and more look to an export business. They must from then on come in competition with a reconstructed Europe; with a competition that is going to be very sharp in the future. In meeting it, transportation costs will be one of the most important factors, and the difference between the cost of rail transportation to New York, and deep-water transportation to the ocean, may easily be the difference between success and failure in export business so far as industries in the interior of the continent are concerned.

But there is involved not only the cheaper rate to the manufactured product for export, but the cheaper rate upon raw material not produced in the United States going into the manufactured product. Raw rubber is an important illustration. Millions of dollars will be saved annually by the deep-water route in the transportation rates on rubber for the manufacture of tires and other rubber goods. This project should reduce the cost of living to the people of the West; for food-stuffs such as coffee, tea, spices, etc., will come to the lake cities at the lake cities at

a transportation cost of only a fraction of the present ocean rates and all-rail charge from New York. This project will also mean much to the development of the agricultural resources of the west. Upon wheat there will be a saving of at least five cents per bushel to the farmers; and upon other grains in like proportion. It will stabilize prices and afford an export market for farm products produced in the West that under existing conditions cannot enter into the export trade at all. Potatoes will furnish an illustration. The rate to New York is fifty cents per hundred pounds, which added to the ocean rate becomes prohibitive. We have all seen the time when potatoes were such a glut on the market in the West that they were scarcely worth the digging, although shortage existed in other parts of the world. Given a deep-water route, and our farmers will have the benefits of the world's markets for potatoes. What is true of this product is true of many other products as well. Every city upon the Lakes will become an ocean-port, and will do business with every part of the world.

Another great benefit, primarily to the West, but also to the entire nation, is the building up of a United States Merchant Marine in the shipyards upon the Great Lakes. With the com-

pletion of this project, we can build ocean-going ships, and our record during the war conclusively shows that they can be built cheaper in the Great Lakes yards than upon either the Atlantic or the Pacific Coasts. This is due to the fact that the transportation of steel to the yards upon the Lakes is very much cheaper than transportation to yards upon either coast. We have great steel industries situated in Lake cities. In the future, the success of the American Merchant Marine will depend upon our ability to build ships as cheaply as they can be built by other nations. With this project completed, the Great Lakes will in time to come be the center of the ship-building industry of this continent.

The objections made by men purporting to represent the State of New York are so puerile that they would be amusing if they did not involve so serious a matter. In the first place, they tell us that this project can never be a success and that no commerce will be carried over it. In the second place, they object to it because it will divert so much commerce from the City of New York to the St. Lawrence River as to greatly injure the City of New York. Of course, both of these statements cannot be true, and, of course, New York interests are opposing the project, not because it will be a commercial failure, but because they know it will be a commercial success.

I have been in Congress for many years, and I have never known the good people of the State of New York to organize to oppose expenditures solely upon the ground that the projects upon which the expenditures were to be made were not feasible. Many millions of dollars have been expended in the past upon various projects that were utter failures and could not be otherwise, but I never knew New York interests actively to oppose them. The fact is, that the whole opposition from New York grows out of a narrow minded provincialism unworthy of the great metropolis of America.

We are all proud of the City of New York, and we desire that it continue to prosper. New York ought to be big enough and liberal enough to neither ask nor insist that a barrier to commerce shall be continued for its special benefit. New York should realize that its prosperity really depends upon the prosperity of the continent. Eliminate the great West from the face of the earth, and New York's population will decrease fifty per cent in twelve months. It is the West upon which New York feeds!

We do not wish to be understood as making a threat or using a club, but there is an old maxim of equity that "He who comes into court must come with clean hands," and in all kindness we are applying this to the position of the City of New York, that when they come to Congress asking for either favors or justice they must themselves be willing to do justice to others.

The West demands the St. Lawrence outlet to the sea; and because its demands are so just, so necessary for the future, not alone of the West, but of the entire nation, no opposition from any source shall prevail against it, and this great project which is more important to the prosperity of this country than the Panama Canal, shall in a few years be an accomplished fact. Upon the broad bosom of our Great Lakes, and in the harbors of our great cities, there shall fly the flags of every nation from the mastheads of ships coming from every part of the world, but with the upbuilding of our merchant marine there shall always be one flag more numerous than any other, the flag of the United States of America.



# CLOVERLAND MAGAZINE

## Gogebic County Boy Wins National Honors in Stock Judging Contest

By HENRY A. PERRY

**W**ILL CARL JOHNSON, a Gogebic County, Michigan, boy, have the honor of representing the United States at the world boys' live stock judging contest at the Royal Agricultural Show in London, England?

This is a question every county agent, every progressive farmer, every earnest business man in the Upper Peninsula of Michigan is trying to answer in the affirmative. And young Johnson has the support and boosting of the faculty at Michigan Agricultural College, including Dean Shaw. But the enthusiasm throughout the state for the success of this boy is nothing compared to the heaving that is being done for him in Gogebic County and by the Commercial Club of Ironwood, which is the county seat.

There is reason for all this hub-bub over Carl Johnson, for he has made a marvelous record during the past two months in judging live stock. He has astounded experts and professors in animal husbandry with his remarkable knowledge of cattle and the points that go to make up a perfect animal.

Gogebic County and the vicinity of Ironwood is about as near to the last place on earth anyone would go to find a youthful judge of live stock that could win his way through a series of contests that would give him national honors and a chance to make a record abroad, for Gogebic County is a "mining county" and Ironwood is the center of this great industry.

All about Ironwood mine shafts stick their blunt points skyward, and long cables stretching from engine rooms to the big shaft wheels on top form a fantastic aerial network of steel that pulsates and swishes back and forth at signals sent from underground a thousand feet deep. Columns of smoke are entwined with the meshes of cable and tinkle at the will of the wind. Buildings of odd construction appear to be scattered haphazard about. Long tramways project from each shaft house, carrying the iron ore farther and farther out on great stock piles as it is hoisted from below. Switch engines hurry to and fro, shunting ore cars here and there or making up a train for the ore docks, while steam shovels snort, and puff, and grind at the mountains of ore, working at high speed to load all the stock piles before the navigation season closes. Every eight hours hundreds of men, clad in oiled coats and overalls, dripping red, crawl out of the black holes in the ground, like red ants deserting their houses, and as many go back down to take their places in drift, tun-

nel and stope. Almost every hour of the day or night men with dinner pails pick their way along paths and short-cuts, for there is always somebody going on shift or returning home.

The highways are surfaced with red "mine rock," the brooks and streams run red with iron-impregnated water lifted from the depths by powerful pumps, a red dust fills the atmosphere and tinges the trees and houses.

Ironwood is a "mining camp" one of the greatest in the world. Twenty-five thousand men, women and children depend upon the mines for their existence, and the payrolls run into millions. Everybody talks mining, nearly everybody works in or about the mines, all business is done on a mining basis, the air is permeated with mining, it is mining, mining, for a radius of miles around.

And in this atmosphere, in these environments, was born and reared the greatest boy live stock judge in the state of Michigan. There are farms in Gogebic County, lots of them, and there are thousands of acres of good farm land that ought to be farmed, but mining is the thing and farms and farm lands are seldom thought of by the score of nationalities that populate the district. But, like all inhabitants of a mining center, they are boosters

for their own people and country, and a dozen languages mingle with wild gestures in boosting Carl Johnson on to success.

Mining communities always form splendid markets for farm produce, so the farmer that tills the soil where ore is dug usually finds prosperity also, for prices are high. He also learns to practice intense and scientific farming because it pays better, and for the same reason, usually keeps a better grade of cattle than the farmer where there is less incentive than a good local market affords.

There is a peculiar characteristic about a mining community that is not found in other districts. The people want the best of everything, and when something new comes along, they have it. It has been only a few years since the introduction of the county agricultural agent, so it was quite natural for Gogebic County to be one of the first counties in the state to have an agricultural agent. There was perhaps little thought of the real value of a county agent when the first one was hired. The idea was to keep abreast of the times and a little ahead of other counties. The miners stuck out their chests and the mining officials talked in a big way about "our county agent."



C. E. Gunderson

None knew or realized what a forward step had actually been taken.

About two years ago there was a vacancy in the office of county agent for Gogebic County. Mining communities also have a peculiar way about reserving the right to pick their own men for certain jobs. There was a young man living in Ironwood named Gunderson, C. E. Gunderson. He was not a graduate of an agricultural college, in fact, he was not known as an agriculturist. But somehow the county board of supervisors wanted Gunderson

to take the office, and Gunderson was also the popular choice. In some opinions it didn't make any difference whether Gunderson could tell a pure bred cow from a mine mule, he was the man for the job of county agricultural agent.

Against this process of no reasoning there were others who saw in the tall young man ability, unrelenting energy, a keen knowledge of the subject of agriculture and live stock, a worker in anything that might attract his attention, a young man that could be depended upon to accomplish results, and most of all, a young man peculiarly adapted to make friends with boys and girls and encourage them to take intense interest in all things that would make for manhood and womanhood. So Gunderson was hired.

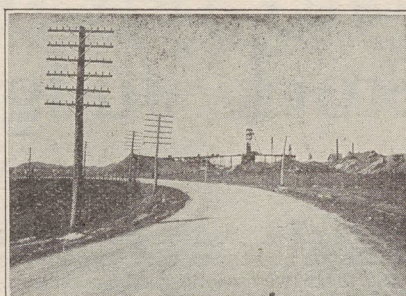
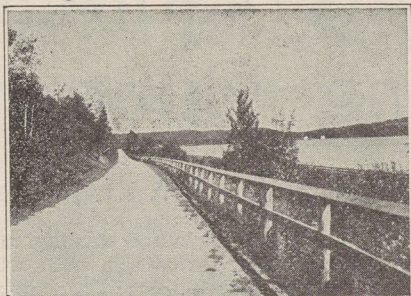
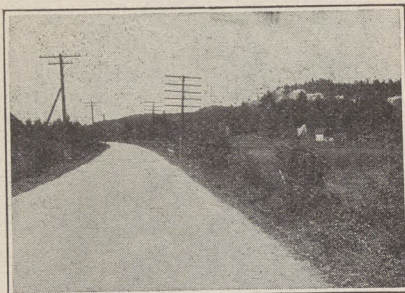
The first year was a notable one in Gogebic county. He organized boys' and girls' clubs everywhere and at the end of the year Gogebic county had over 1,200 boys and girls enrolled in club work, the banner county of the state. And the scoring of their work outclassed all competitors.

Along with this organization of the (Continued on p. 44)



Carl Johnson and his \$200 registered Holstein heifer calf he won in the live stock judging contest at the Upper Peninsula Farmers' Round-up at the Chatham Experiment Station.

# CLOVERLAND MAGAZINE



Glimpses of Good Roads in the Upper Peninsula of Michigan, where Highway Construction Equals That of Any Place in the World

## BUILD ROADS LIKE THE ROMANS BUILT

By G. E. WENTWORTH

Superintendent, Horse Market Dept., Union Stock Yards, Chicago, Ill

THE United States need good roads. Each state will be helped by national roads, by state roads, by improvement in all its highways and all its byways. The United States were made possible by transportation facilities. But for the waterways and the railways, it is more than likely that the United States would have disintegrated from one solid whole into not less than three great nations, one lying east of the Alleghenies, one between the Alleghenies and the Rocky Mountains, and the other composed of Pacific coast states, instead of extending as it does from Maine to California and from Canada to the Gulf and to Mexico. The telegraph and telephone cemented all points together more closely than was possible by the use of rail and water communications. Like the flakes in a hay bale, the states are held together by wires and by iron bands. The construction of roads over which the latest modern conveniences in transportation (to-wit: the truck and passenger motor car) can freely move, will have the effect of compressing the states as solidly as iron can be welded together through the processes of heating and hammering.

Where these roads should be built, how they can be built, when they can be completed, are subjects for serious consideration by state and nation, by counties, village, cities and towns. They cannot all be constructed at once. Laborers are unavailable for this purpose. Some communities must forego their claims to immediate consideration. Petty jealousies must be submerged to the general good. Such roads as are built must be so built that the first road built shall not be worn out before the second one is commenced. It will not do to put patches all over, beginning nowhere and ending nowhere. Some states "point with pride" to the quality of the roads they now have. The road beds of these states are the work of nature and not the work of man. The foundations were already laid.

It is asserted that we should "build as Rome built." This idea is gaining ground since the return of our troops from abroad where our supply system found the road beds utilized by the troops of Julius Caesar, 44 B. C., most valuable assets in the conduct of the latest war. A profound impression was made upon the minds of our youth by the fact that roads could be built to last 2,000 years. Their acquaintance with roads of that description within the confines of the United States was limited. Probably the little stretch on the Island of Manhattan along Fifth Avenue which caused the downfall of Boss Tweed, is the only five miles of road in the United States, which today, might compare favorably with the Appian Way. Rome began building real roads 312 B. C. Nine centuries later, the Appian was still considered one of the sights of the civilized world. Tourists traveled hundreds of miles to see



A Great White Ribbon of Road in Cloverland, Good for Touring and Hauling

it. The road was wide enough for two carriages to pass abreast. The material was imported and the surface was made of stone so nicely cut and fitted together without the use of cement or other material than the stones, that even now, after 2,300 years, portions of it still remain with its surface practically unbroken. Road repairing cost was slight.

Probably nothing in modern times can be compared with the labor put on the Roman roads and magnitude of the task executed except our railroad road-beds. These, however, are suited for the laying of steel rails and not for the use of all kinds of vehicles which might, could, would or should carry freight along them. The Romans took no account of the obstacles of the country through which their surveyors, military leaders and engineers, often combined in one, determined to construct a road. They filled and tunneled and bridged and

cut; they ran straight or turned curves where the grade demanded it with a skill which modern engineers take note of.

Primarily, all their roads were military roads. As the boundaries of the empire advanced, the emperor who conquered and colonized new countries, continued the works of his predecessors from the last finished road, on through the new provinces. Their roads were from nine to twelve feet in width except through mountainous sections such as the Alps where they some times were reduced to the width of a single carriage with occasional widened out places that vehicles might pass one another. In some instances over the Alps, the width was no greater than five feet. Only in the Alps and the Pyrenees were the gradings more than 15 per cent and all turnings were made broad. There are practically no narrow, no dangerous turns, even on precipitous moun-

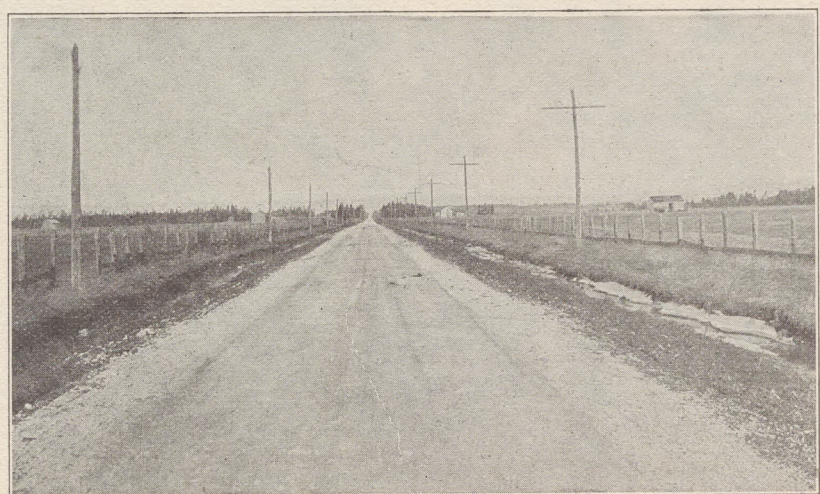
tains, in any of the roads. There is no Roman highway which was merely surfaced. The work was thoroughly done. According to the nature of the soil and the difficulties to be overcome, the foundation was laid and carried up.

As late as the year 1896, an authority, a "bug" specialist on roads and all methods of intercourse, ancient and modern, committed himself to the statement that "most of the realms of the ancient Roman empire had better communications and conditions than ever afterwards or even now."

It took about 200 years of steady building during the Golden Age to entirely complete the system of highways known to the present day as the Roman roads. Each emperor, each consul, each provincial governor was responsible for more or less mileage. The road builders were the soldiers, the captives of the Roman short-sword and the slaves. The Roman slaves were far from being men of low type as is shown by the confidence of their masters and the responsible positions which the freed slaves occupied in the Roman social system. The freed-men were men of class, of education, of culture, of skill. The freed-men handled literary matters, financial matters, agricultural matters and in the latter days of the Roman empire were heads of the treasury and of the Department of State. These 'barbarians' just the same suffered all the inconveniences of slavery and all its hardships. Among these slaves there were men of genius and character and women of culture and refinement, according to the standards of the provinces from which they had been taken. So, many of the wonders attributed to Rome should be credited to the intelligence and to the ability of their slaves.

The boundaries of the Roman empire included more than a million square miles, a territory one-third the size of the United States. It embraced all that is now England, France, Spain, Portugal, Switzerland, Italy, most of Austria-Hungary, Roumania, Bulgaria, Serbia, Greece, Palestine, Arabia, Egypt and the Northern coast of Africa; Algiers, Morocco and Tunis. During the 200 years of the Golden Age there were practically no wars; certainly none except on the uttermost boundaries.

There were five spokes of the wheel, beginning with Rome as the center. The first along the Appian Way going to the south. From the nearest point to Sicily you crossed by ferry and thence sailed to Carthage in Africa. Carthage was hooked up with Spain by a western road running to the Straits of Gibraltar, by an eastern road to Alexandria. Alexandria was connected with Jerusalem by the Isthmus of Suez which is probably the dry part of the Red Sea over which the Israelites crossed to safety many centuries before. There were roads also up the Nile to Althiopia, beyond the pyramids.



This May Not Be Just Like Roman Roads, but It Is Durable and Will Stand Heavy Traffic.



# CLOVERLAND MAGAZINE

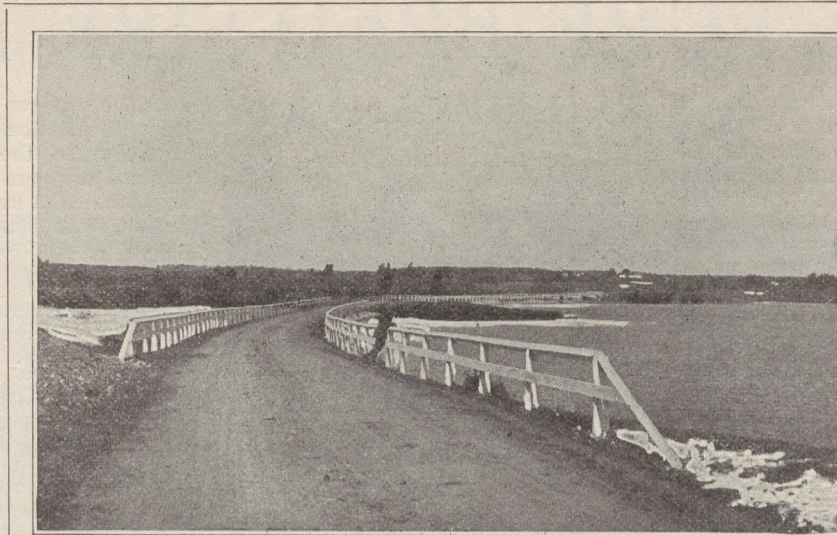
The Appian Way branched so as to make two ports, also, on the eastern coast of Italy. At each of these a ferry transported the traveler, whether for pleasure or for war, across the Adriatic into territory now claimed by Italy as its rightful heritage. From Italy Irridentia there was a pretty nearly straight drive of 500 miles which brought you up to a hotel in Constantinople (Byzantium then). It wasn't Constantinople until the days of Constantine which were 100 years and more, after the roads were built. After crossing the Straits of Bosphorus, which in those days took about an hour, there was nice, clean traveling for a distance of 600 miles to Antioch, at which point the traveler in those days met the incoming caravans from Alexandria, Persia, Arabia, India and China. In other words, there was a system of magnificently constructed roads with thousands of branching roads from Rome all around the Mediterranean, as one of the roads which left Rome headed to the north passed through Genoa and Marseilles in France, one branch of it crossing the Pyrenees ending in Cadiz.

Two of the other northern bound highways met at Milan in northern Italy and some five or six roads ran through the Alps. Three of these were real roads and the other three might be described as narrow lanes or mule paths. Every natural advantage was utilized and all the Roman roads, even the narrowest bypaths, received human attention and show it yet. No navigable waterways were ever neglected. The River Po and the Danube and all lagoons, rivers and lakes were equipped with poling barges or rowing galleys. Water routes were used from Rome to all ports on the Mediterranean.

After crossing the Alps, one of the great roads led into Vienna which was also connected up with Constantinople. Fiume, the city which the Italians and President Wilson have made famous, was connected with Rome and also with Constantinople. Strassburg, Geneva, Mainz, Cologne, Utrecht, Leyden, lay along a line, a branch of which took in Rheims and Rheims had been joined onto Lyons and Paris and Bordeaux. The great road from Rome to Britain passed through Rheims, Soissons, Amiens and Bologne, towns which have become famous to Americans within the last five years and portions of the road are well known to our army supply department.

A regular ferry, then as now, transported passengers, soldiers, equipment and produce to and from Britain. England had a network of roads extending as far north as the wall of Hadrian in Scottish territory.

The linear mileage of the Roman roads is impossible of determination, owing to the numerous branches which were run for trade or for military purposes off of all the main roads. Nineteen thousand, one hundred seventy-four miles were built in Africa in the year 123 A. D., alone. Distance never deterred an emperor. Had Augustus or any of his successors landed in New York, we should have had a specimen of Roman road building until his legions or those of his successors could look out of the Golden Gate and they would have laid down a foundation and put a top on it



*A Picturesque Curve on One of the Fine Highways in the Upper Peninsula of Michigan—Just a Squint at the Several Hundred Miles of Good Roads in That Section.*

which automobilists, bicyclists and baby carriages could have utilized to this day.

The great road from Aquileja to Constantinople was 1,128 Roman miles long and a Roman mile, doubtless all my readers will remember, was 92-100 of an English mile. The Milan to Vienna road was 308 miles; the same road on to Strassburg, 545; the road from Milan to Arles, 395. From Hadrian's wall in Scotland by way of the continental roads via Constantinople to the end of the Nile road was approximately 1,000 miles. A trip from Alexandria in Egypt all around the Mediterranean was nearly 1,900 miles. Belgrade, Sophia and Constantinople were linked together with 720 miles of road. There were 1,000 miles in Sardinia, 1,000 in Sicily. Spain had a grill work of well built roads like the radiator of a motor car.

Germany was never penetrated by the Romans which may account for many of its barbaric traits of the twentieth century.

Before leaving the subject of Roman roads, it might be well to give credit to the able work of Frielander, who left no stone unturned to secure information about the Roman life and manners of the early empire.

It is not to be understood that these roads remain in a perfect con-

dition for Europe fell under barbaric sway by the invasion of the Huns and the Goths, peoples eager to advance territorially but genuine obstructionists to and reactionaries against previous civilization.

The speed over these roads varied according to the character of the travelers and the quantity of freight hauled. There were two and four-wheeled vehicles, horse, mule and ox transportation and pedestrians. Couriers carrying state mail attained a speed of 145 American miles in twenty-four hours and there is a record of one with news which today would have traveled by wireless, 160 miles in twenty-four hours. He had to cross the Alps. On the level roads within Italy, an express rider made 141 miles in fourteen hours. Commercial travelers, pilgrims, tourists and artists were satisfied with from thirty to forty miles a day. These stopped to rest at the hotels over night and the roads were plentifully sprinkled with inns.

The posting system was much the same as that of the Overland Express in the days of our old coaching transportation and pony express from St. Joe to Sacramento. The present generation might ask: Why go to St. Joe to start on a journey? Well in '56, St. Joe was the western ter-

minal of the most western railroad line. From that point, with relays of coaches and horses and of mules, a western bound traveler bumped along American constructed (?) roads, i. e., the six horse hitch followed the wheel tracks of the ox teams and coaches which had gone west ahead of them. Streams were forded, ravines were bridged with wooden structures, deserts were waded through, mountain passes were climbed on the road-bed which the Almighty had prepared. Mankind was in too great haste to get to the end of its journey to "build as the Romans built."

The running time from St. Joe (and all horses and mules were run) was nineteen days for 1,900 miles for the coach line. Little time was lost at the posting stations. The driver of the coach merely separated his lines, tossed them to the waiting post boys and was hooked on with another six for the next station. In good weather, the distance, 1,900 miles, was frequently made in fifteen days. In winter, sleighs were used in the mountains and have been known to travel over ice and snow forty feet deep.

The pony express, so famous in stories of the wild west, made 200 to 250 miles a day, a fresh horse every ten miles.

So it would appear that the Romans had nothing on us for speed or stamina of horses. What might have been done over an Appian Way must ever remain a mystery. There is a limit to what mule or horse flesh can endure and the speed it can attain even over most perfect highways. Roads "built as the Romans built" with the same factors of safety proportioned to the speed of the fastest passenger motor car would admit of a speed of 100 miles an hour. They would stand up under heavy freight loads at fifty miles an hour. Sightseers might safely travel at forty miles an hour. The expense of construction in modern days of roads capable of sustaining this kind of traffic would be enormous. One mile of the Appian Way cost the equivalent of \$5,000 in our money before the war and the wages of the builders didn't exceed 40 cents a day. Roads constructed by the soldiers and prisoners-of-war in provinces cost nothing beyond the wages of the soldiers and the support and maintenance of the prisoners. During these days of high costs, such Ways couldn't be built probably for less than \$30,000 a mile.

The United States has approximately 350,000 miles of roadbeds already built but quite inadequately used at the present day by the railways.

The Romans constructed about 1,000 miles of highway for every 10,000 square miles in the settled portions of Europe, Asia and Africa. Were the United States no more densely populated than the Roman Empire was, 350,000 miles of roads would equip us as thoroughly as was the empire. The number of miles of roads built, to as effectively serve our traffic as served theirs, must bear the same ratio to the inhabitants per square mile. "Built as the Romans built," agricultural states such as Iowa and Illinois, should be cross-checked with a good road every fourth mile east and west, north and south. As these roads



*The Modern Method of Constructing Good Roads in Cloverland. Equal to the Roman Methods and Much Quicker*

(Continued on p. 46)

# CLOVERLAND MAGAZINE

## WHAT ONE PURE BRED SIRE HAS DONE

**E**LEVEN years ago Edward Carlson had an ordinary working man's job in Ashland, Wisconsin. Now he is one of the most prosperous farmers in northern Wisconsin, possesses one of the finest herds of grade and pure bred Holstein cattle in the state, and there is no greater champion of the pure bred sire in the world.

One pure bred sire is responsible for his success. It was one pure bred sire that turned a menacing failure into a profitable industry. It was one pure bred sire that made the Carlson farm and his fine herd of Holsteins, lifted the owner out of the depths of despair, gave him courage, and finally turned steady losses into good profit. So why should not Edward Carlson champion the pure bred sire? Why should not he urge all farmers to tack a sign over the barn door which bears the legend that a pure bred sire is used on the farm?

Edward Carlson was an ordinary, plain working man, with a family dependent upon his daily labor for support, just like thousands and thousands of other working men. The difference between Carlson and other working men, however, was that Carlson had a vision of the possibilities that lay dormant in the cut-over lands of the north, believed in his vision and the stored treasures of nature, and also possessed the energy and determination to make good at farming if he had a chance. He was also one of those men who does not believe that "opportunity knocks at every man's door," but that it is up to the man to knock at the door of opportunity, tear down the door if necessary, and enter.

There was an 80-acre tract of land about four miles southwest of Ashland which Carlson learned was for sale. A small clearing had been made in the woods, a few acres were under cultivation, and a set of dillapidated shacks bore the honor of being called "farm buildings," and there was a herd of scrub cows on the place.

Like thousands of other working men Carlson had no money to invest in a farm or anything else, but through long years of frugal living and saving, he and his wife had managed to pay for a little home in Ashland.

Mrs. Carlson was just as anxious about a future on a farm as her husband, and they talked the matter over many nights. When the 80 acres was placed on the market the discussions about a farm became more intense. Eventually it was decided to mortgage the little home in Ashland and make the first payment on the farm.

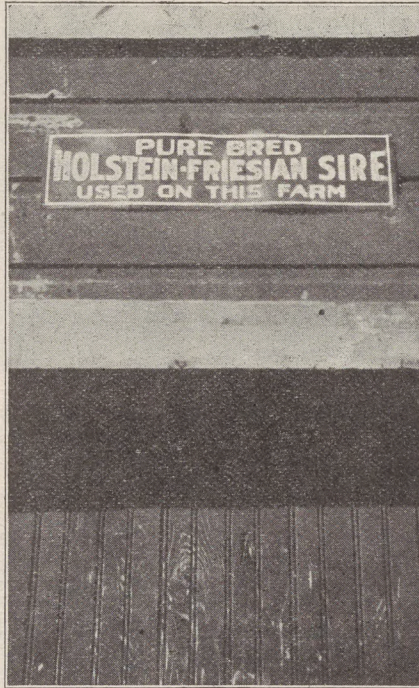
When the Carlsons moved out to the farm the children were small, none big enough to be of any assistance, but Carlson was strong and robust, full of ambition, and he courageously took hold, determined to make it go. He milked his scrub cows every morning long before daylight and was delivering milk in Ashland by sun-up,

seven days a week. When the milk was delivered he returned to the farm, shouldered an ax or grub hoe and did some clearing, or cultivated the small acreage that had been brought under the plow. The scrub herd was milked in the evening after dark for no daylight could be spared to do anything that could be done by light of lantern. No matter what the weather, rain or shine, 90 degrees in the shade or 40 below zero, the daily routine was carried out, and a big day's work was done between times on this 80-acre farm.

At the end of the first year Carlson balanced books, for he kept books on his receipts and expenditures, and to his astonishment found he was poorer than when he started in, even when he had nothing for his sixteen hours of labor each day. The dairy was not paying its own way!

With losses instead of profits the

By HENRY A. PERRY



The Sign Over Carlson's Barn Door

milk, he was confronted with loss of home in the city and the country both. Had he made a disastrous mistake in mortgaging his home and investing the savings it represented in a small clearing and herd of scrub cows?

Many men would have been disheartened and given up, sought a job in the city again or in some lumber camp, and started all over again to save for a home providing ambition and spirit had not been crushed by reverses. Many women would have taken solace in tears and sanctioned giving up. But Mr. and Mrs. Carlson were not of that type. They talked it over and over, trying to find some way out instead of giving

up and forfeiting everything. "We can never make it with those scrub cows," Carlson told his wife, as he scanned the figures of the year's net returns until his eyes grew dim. "If we had better cows we could make

There was one asset Carlson possessed which he did not realize, at the time, at least. When he started farming he began by reading farm literature, agricultural bulletins when he could obtain them, observed the methods of other farmers who had been successful and unconsciously analyzed the reasons for success and failure on the farm. At the end of one year he had equipped himself mentally for successful farming without knowing it, and mental equipment is just as necessary as physical prowess and endurance.

He had read about the production of good grade and pure bred cows, how it cost no more to keep a good cow than a poor one, and that the offspring of a scrub cow and a pure bred sire inherited half the productive ability of the pure bred. Carlson figured that if he had a pure bred sire all his heifer calves would give twice as much milk as their mothers, a 100 per cent increase in milk production. Then he figured some more, and the figures showed that if he could obtain 100 per cent more milk from the same number of cows he was keeping, and they cost no more to feed, keep, and the labor was the same, he could make the farm go. The balance showed on the right side of the ledger. So Carlson convinced himself and his wife that if they could raise money to purchase a pure bred bull their troubles would be over, although there would be years of hard work ahead and success would require careful management.

"When I came to this conclusion," said Carlson one day last August as he stood with folded arms and proudly surveyed the broad expanse of clover before him and a splendid herd of black and white cows slowly picking their way across the field, "I seemed no better off than before, for I had no money, and nothing upon which to raise money. I didn't know I had a friend on earth—at least I didn't at the time—but I found out later that I did have a friend, a very good friend, too. He was Mr. Cates, in Ashland.

"I was determined to raise the money to buy a pure bred bull somehow. I heard of a Holstein bull that could be purchased for \$175. That was a lot of money eleven years ago. It was a big sum to borrow, when a man had nothing to put up for security. I went to Ashland and told Mr. Cates I couldn't make it go with those scrub cows, but if I had a pure bred bull I could succeed. I explained everything to him and when I had finished he said:

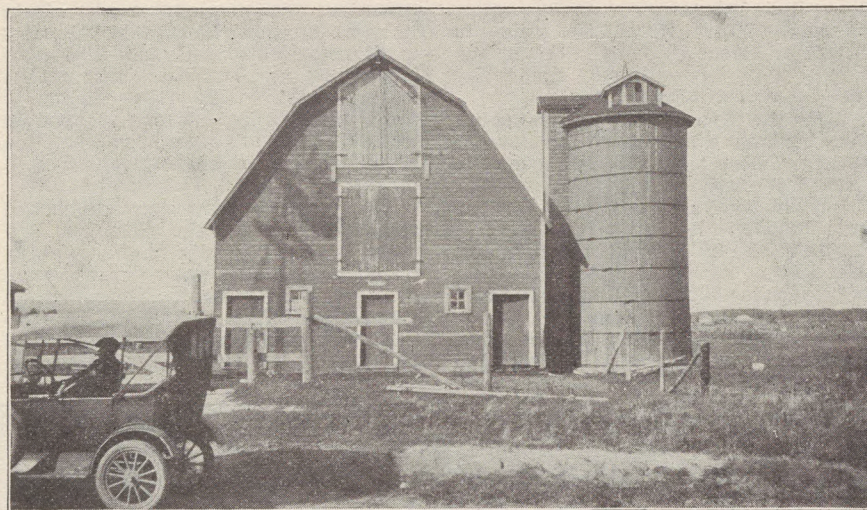
"Go down to the bank and ask them if my name is good for \$175."

"I went to the bank and got the money. And I lost no time in getting that bull out on my farm."

Breeding cattle is a slow process, it takes several years to obtain definite results, but it is sure.

The next two or three years were lean years for the Carlsons. The scrub cows were pampered and petted

(Continued on page 42)

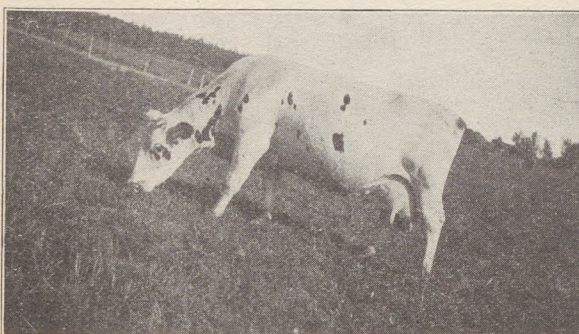


Edward Carlson's Barn and Silo

first year Carlson realized he could never meet the next payment on the farm, or ever pay for it. And there was the mortgage on the little home in Ashland. Foreclosure stared him in the face on the farm and when he passed his home in Ashland delivering

it go."

But how could a man with a mortgage on all the real estate he had, payments coming due on the farm and no money to meet them, a loss on his first year venture instead of profit, obtain money to buy better cows?



The Progress of Carlson's Dairy Herd—The first picture is that of the first cow, the product of a scrub cow and pure bred sire. The second is the offspring of the first cow and a pure bred sire. The third is a pure bred, grand champion and winner of three blue ribbons at the Ashland county fair.

# CLOVERLAND MAGAZINE

## The CHAMPION COUNTY of WISCONSIN

By ROBERT AMUNDSON

County Agricultural Agent, Oconto County, Wis.

Oconto County, Wisconsin, has the distinction of holding the sweepstakes prize at the Wisconsin State Fair, and the first prize at the Wisconsin Potato Show. No other county in the state has held these two highest honors at the same time. The Oconto County potato exhibit at the State Potato Show last winter won first prize, and the county exhibit at the State Fair a month ago won by a high rating over all competitors.

Oconto County came out of the contest at the State Fair with ten perfect scores—an unusual record. Several leading scores also were recorded, although they were not perfect.

The wheat score was perfect and in addition to this record Herman Hertwig, of Gillett, won sweepstakes prize on his individual exhibit of wheat.

In buckwheat, clover seed, grass in sheaf, peas, beans, clover in sheaf, forage plant, field corn and popcorn Oconto County's score was perfect. It is interesting to note that it was once thought that corn would not ripen in a northern county like Oconto.

In potatoes our score was not perfect, but it was higher than that made by any other county in the state.

Of a possible 150 points, Oconto made 145. The closest competitor was Shawano county with 142. Most counties of the state dropped to or below the 100 mark. Polk county, winner of second banner, registered 130 points in potatoes.

In taste, design, and arrangement of booth Polk county ranked first, but Oconto county led by one of the widest of margins because every one of our exhibits was complete and first class. Our booth was very tastily arranged, however. It was made up and decorated to represent a harvest scene—typical Oconto county harvest scene, one might say.

The Oconto county exhibit was representative of the entire county. Samples for the different exhibits were collected from more than fifty Oconto county farms distributed evenly over the entire agricultural portion of the county.

To the farmers who were able to grow such exhibits much credit is due.

Some of the northern counties were somewhat indignant over the early dates of the State Fair this year and all with good reason, because in most of the northern counties it is impossible to find products that are matured early enough to be ready for exhibit by Aug. 25, which was necessary this year. The fact that Oconto county was able to make a successful show this year, only goes to substantiate her claim of being the "northern county with the southern climate." While other northern counties were hard hit by the early dates, Oconto county suffered less and was in a position to compete with the exhibits from Southern Wisconsin.



Reprinted by Courtesy of The Milwaukee Journal.

County Agent Robert Amundson Receiving the Silver Cup for Oconto County, Which Won First Prize at the Wisconsin State Fair with its Display. Oconto County Also Holds the Potato State Championship.

By the accompanying map, it is evident that parts of Oconto county compares with Southern Wisconsin in the length of the growing season. Oconto county with its 140 to 150 days of growing weather, can produce corn and get it ripe.

The grain, too, does very well since it is not subject to the draughts and intense heat which visits Southern Wisconsin so often.

And potatoes—well, they can't be

beat—and if you don't believe it, visit any of the many loading stations in the county during the fall and see the smooth, firm and clean stock that goes on the market. We can back up the claim for quality potatoes by the fact that Oconto county won first place at the State Potato Show in competition with seventeen potato growing counties last year.

Now we are in "Cloverland" but our clover doesn't "grow wild," but

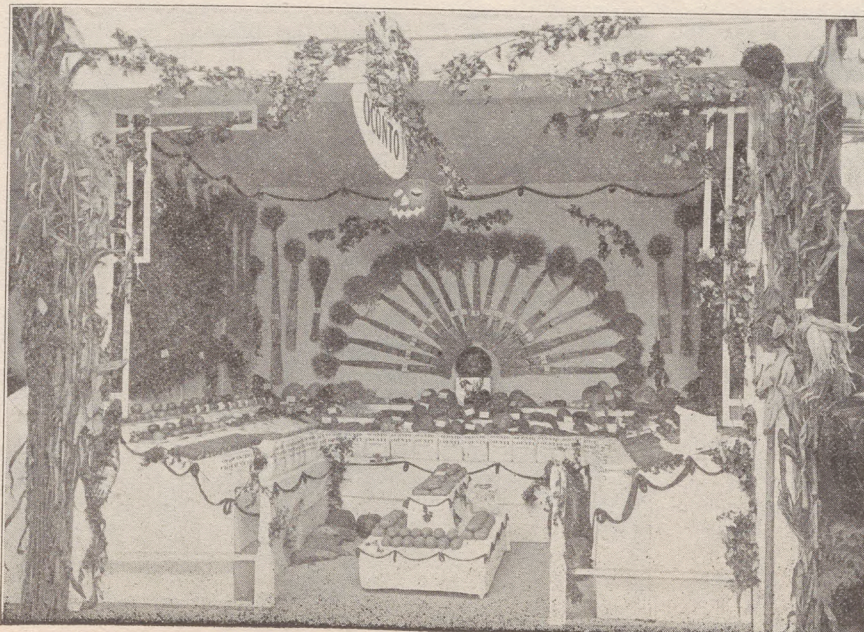
we are satisfied with being able to be sure of a good catch and a good crop every year on our well cared for fields. It runs out in time, but our farmers don't as a rule expect perpetual production from merely scattering the seed about. A rotation of crops is practiced, and it was from clover fields where potatoes and corn, with some commercial fertilizers, had been grown, that the clover samples for the state exhibit were picked, and they scored perfect.

It takes more than land and climate to make a county, however. It takes intelligent and public spirited people to make good communities. An Irishman is apt to forget the fundamentals of agriculture in his enthusiasm over local politics, and a Norwegian would sooner chew snuff and fish than milk cows. A German is apt to forget that the community is part of his premises. He wants a convenient home, but cares little about the appearance of the school house, or the community center. Take them all together, it makes a good substantial congregation—a good balanced ration. A great deal of credit is due to the farmers of Oconto County who have been persistent exhibitors at the state and county shows.

The influence of a great number of small community fairs has helped wonderfully in developing better methods and especially better seeds in Oconto county. Almost every community has some expert along some line in it, and a judge in our competition exhibits has to have a wholesome reason for all of his awards.

The Oconto county farmers have been making exhibits at the state shows and the County Board has backed them with their money. No large sums are spent as is the case in some counties. They have been farmers' exhibits, not commercial propositions.

The assertion is often made that products exhibited is not a fair representation of what is grown—that it depends upon the way the material is selected and exhibited. To some extent that is true, but "you can't get blood out of a turnip." Nor can you make an exhibit without good fields to select from. To me, the quality of exhibits whether it be in a little community fair or at a state show, is an unmistakable evidence of the character of the country and its people. Whether this is true or not, the most useless remark that can be made about an exhibit or a fair is that "I have better stuff than this at home." Nine times out of ten it is not true and if it is, what credit is that to the fair? To the man who has the ambition to raise quality products, and enough pride in his community to take the pains to make a good exhibit, is due all the credit that he may get out of his winnings.



The Oconto County Booth Which Won First Prize at the Wisconsin State Fair

# CLOVERLAND MAGAZINE

## How Groesbeck Won the Farmer Vote

**A**NALYZING the rural vote is a very interesting study, and very often reveals some astounding facts. Then an analysis of the facts reveals another fact—that farmers and farm women carefully analyze the candidates before they vote and vote for that candidate whom they believe will give the farmer the most careful consideration in the administration of his official duties.

Along these lines of reasoning it very often happens that the rural vote goes for a city man, while a farmer-candidate actually loses the "farmer vote." The logic of this apparently illogical voting is sound when viewed from the standpoint of the farmer.

It frequently happens that a candidate for public office who has spent his career in the city, originally came from the farm and naturally retains a soft spot in his heart for the farmer and farming. He is also likely to be even more considerate of the farmer than a practical farmer would be in public office, for that old adage, "the hardest task master is the self-made man," holds true to an astonishing degree. Then there is a psychological phrase of public office holding that does not escape the farmer.

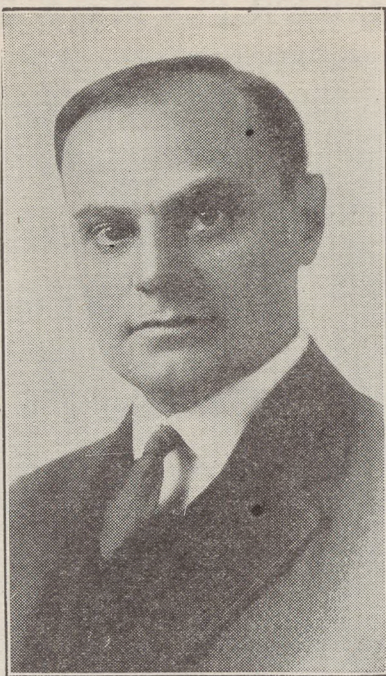
The farmer may reason it out that a city man not being familiar with farm problems is more apt to give an attentive ear to their requests than an actual farmer, because he wants to know all about them and will consider all he learns with intense earnestness and seriousness. And if

that officer happens to have been a country boy, so much the better.

On the other hand, the farmer may be inclined to think that the farmer-candidate will become too much absorbed in the problems of the city man, for the same psychological reason that the city man takes unusual interest in the farmer and his problems.

However all this may be, the results of the recent primary election in Michigan indicate that the foregoing mental processes dominated the rural vote of the state, for Alex J. Groesbeck, a city man who had been a farmer boy, was nominated for governor on the Republican ticket by the farmers, who picked him from a field of nine candidates that included three men actually engaged in farming and acknowledged to be practical farmers.

Of course Mr. Groesbeck was well known throughout the state, as he has been attorney general for the



Hon. A. J. Groesbeck

state of Michigan for two consecutive terms, and during this time had many opportunities to show by his conduct in public office that he has a mighty warm spot in his heart for the farmer and gives farm problems most generous consideration.

The farmers of the state did not distrust the farmer-candidates, did not lack confidence in them, but evidently considered they could get more from Groesbeck in the governor's chair than from one of their own industrial kind. They voted for Groesbeck, anyway, and they will vote for him in the November election because they nominated him. And there is no doubt that the minority of the farmers who supported the farmer-candidates will vote for Groesbeck who actually turned out to be the choice of a big plurality of farmers.

Mr. Groesbeck was born in Warren township, Macombe county, Michigan, Nov. 7, 1873. He was a farmer boy

but went to work in a sawmill at the age of 13, and continued to cut slabs, rustle in logs, carry out lumber, run the edger, ride the carriage, and turn his hand to anything about the mill until he was 17 years old. In those days sawmills were different, and a boy or man made himself generally useful about the mill.

Through hard work and carefully devised systems young Groesbeck managed to gain a common school education at Mount Clemens and Wallace, Ontario, where he lived with his parents two years, moving across the line with them.

At the age of 17 young Groesbeck entered the law offices of Stevens & Merriam, at Port Huron, to study law. He so advanced in his studies that when he entered the law department of the University of Michigan in 1892 he was able to graduate with honors in July, 1893. He then "hung out his shingle" in Detroit and has practiced law in that city ever since, with the exception of the time he has served as attorney general of Michigan.

Mr. Groesbeck was elected attorney general Nov. 7, 1916, a grand birthday present, and was re-elected Nov. 5, 1918, by a plurality of 125,634 votes. He was nominated for governor on the Republican ticket Aug. 31, 1920, by a large plurality in a field of nine candidates. Wayne county gave him a good majority, but it was the "up state" vote of the farmers which kept him running neck and neck with his closest competitors that made his nomination possible, so the farmers really nominated him.

## The Tachina Fly, a Parasite on Potato Beetles

By LEO M. GEISMAR, County Agricultural Agent, Houghton County, Mich.

**T**HIS beneficial insect which seems to appear in varying numbers and at irregular intervals, was first found by the writer during the summer of 1900, while superintendent of the Upper Peninsula Experiment Station. Its description and enlarged illustration by Prof. R. H. Pettit, entomologist of the Michigan Experiment Station, will be found in Bulletin No. 186 (First report of the Upper Peninsula station for the year 1900), and also in the annual report of the Michigan Board of Agriculture for the year 1901, Page 189-191.

This insect, as stated in the bulletin, was found as early as 1869 by Dr. Riley who described it as a parasite on potato-beetles in his first report, under the name of "Lydella doryphorae." (Riley's first report insects of Missouri, page 111, 1869).

The insect is a fly which somewhat resembles a housefly, except that the back of the abdomen has silvery spots on it and that the face is silvery white. In size it is very little larger than the housefly and the sound of its hum while flying about is sharper and louder, especially while busy searching for potato-beetles. This fly lays its eggs on the bodies of nearly full developed potato-beetle larvae as well as on the adults. The eggs laid on the larvae hatch out and the resulting small grubs bore into the hosts, feeding on the living flesh and the juices of the bodies, but avoiding the vital parts. After the maggot has become full grown in its living hosts, and after the larvae of the beetle has descended into the ground to pupate, the maggot changes to a puparium, corresponding to the cocoon stage of some insects. From this puparium issues another fly similar to the one which originally laid the egg. This goes on a number of times in a season, each

generation of the flies destroying a number of potato-bug larvae.

During the summer of 1900 there were localities in Alger County in which the Upper Peninsula Experiment Station is located, where scarcely any potato-beetles were seen, while in the vicinity of the Experiment Station the beetles were quite numerous and practically everyone, as well as some of the larger larvae, was covered with from one to as many as eight or even more eggs of what appeared to be a parasite. This drew the attention of the writer who soon thereafter was attracted by the peculiar hum and queer antics of several flies while in the act of depositing their eggs on the potato-beetles. The parasite first flies, then walks around the potato-beetle several times, tapping the beetle on the head from time to time until this and the strident tones of the parasite's hum induce the beetle to remain in an apparently dormant condition while the egg is being laid on its back. If the same parasite lays more than one egg upon the beetle, the tapping and humming performance is repeated before each egg is laid. The fly lays its eggs while standing alongside or in front of the beetle. Being lower in stature, it succeeds in dropping its eggs on top of the beetles, by rearing itself part-

ly on its hind legs and after extending its evipositor in front of its body to above its head, it curves it downward and forward above the beetle and drops one egg at a time.

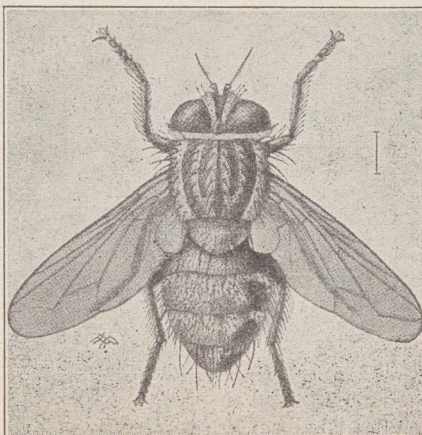
Potato-beetles were rather scarce in the vicinity of the Experiment Station during the following season of 1901, although no flies nor their eggs could be found. Nor have any been seen or heard from since then, although the writer has carefully watched out for them each year and from time to time, requested farmers in several localities and counties to report to him the presence of the fly or of its work, if found in their neighborhood.

During the present season there were localities in Houghton County where potato-beetles were very scarce and others in which they were quite abundant. As above related, this same condition prevailed in Alger County during the season

of 1900, and this lead to the belief that the parasite might be at work again in parts of Houghton County. After a search of about two weeks, evidence of the parasite was found in the vicinity of Dodgeville, where potato-beetles were very numerous and practically every beetle as well as the nearly full grown larvae were found to be covered with from one to five or more eggs of the parasite. In either direction from this

locality, evidence of the parasite disappeared gradually until in potato fields five miles away the eggs of the parasite were found upon less than one beetle or larvae out of every hundred. The foregoing observations indicate that this beneficial fly is at work in large numbers in restricted areas only, but within an extensive territory and in several states. They also indicate that the fly either migrates from year to year to other localities or else has other hosts upon which it prefers to rear its young from time to time. That the flies cannot increase to any great extent is due to the poisoning of the potato beetles, a practice which has become quite general, for the poisoned beetles dry up rapidly and this leaves the young maggots which may hatch out of the fly's eggs without a living host and consequently without food.

Prof. R. H. Pettit thinks that the fly is the same which works on two rapidly disappearing species of cut-worms and that it therefore may have more than one host, for in Bulletin No. 186 he states: "An attempt was made to introduce the flies here, in order to get them to work on our potato-beetles, but as no fresh flies emerged, it was impossible. A little later in the season four flies, which the writer is unable to distinguish from the potato-beetle parasite, were bred from cut-worms. The cut-worms were the last two of a large number of rapidly disappearing depredators in a field of oats and peas. They cut the oat stems into sections several inches long and also cut the pea vines. The larvae were brought in on Aug. 1 and the flies emerged on Aug. 8. This would seem to indicate that the parasite in question has more than one host."



The Tachina Fly, Greatly Enlarged

# CLOVERLAND MAGAZINE

## Why Breed Draft Horses for Farm Purposes?

By ELLIS McFARLAND, Secretary, Percheron Society of America

WHEN questioned as to the wisdom of breeding draft horses, we can answer with confidence that it is the farmer's opportunity, as much as raising corn, oats, cattle, hogs or any other staple product of the farm. Each farmer should raise enough horses for his own use, and every one of them should be a drafter.

First of all, the right kind of a drafter comes more nearly fitting into every job on the farm than any other sort of a horse. The bulk of farm work requires an abundance of weight in the collar and a good walking gait. Of course, many farmers get along with light horses, after a fashion, but such men do not realize how much more they could accomplish on their land by working draft horses. It is true, also, that a farmer could use three small horses and a single bottom 14-inch walking plow, but he could not get in much of a crop that way. Times have changed. Man labor is so scarce now, that every farmer must use every means available to increase the amount of work done per man employed.

One man can just as well drive five big horses to a two bottom 14-inch gang plow and turn over a strip of dirt 56 inches wide every time he goes across the field, and back, as to do one-half that much. Instead of doing the work that one man would do twenty or thirty years ago, he does the work of two.

It makes a lot of difference in driving across a field whether you have the harrow teeth set up straight or turned slantwise. If one uses 1200-pound horses, he must necessarily have a small harrow and he must also set the teeth so that his horses can pull it. One can drive a disc across the field, if it is set straight, and almost any kind of a team of horses can pull it, but when it comes to setting the blades at an angle, so that they will cut deeply, then it takes weight in the collar. One man can easily drive six big horses to an 18-knife disc, and occasionally one sees a man driving one team and leading another behind. It takes a very careful driver, however, to handle two such outfits. A farmer can put in as much of a crop in one week, using large implements, and a sufficient number of big horses to pull his machinery, as he would in two or three weeks using the same number of men and small 1200-pound horses. Some farmers use even smaller than 1200-pound horses, and they do not realize under what a great handicap they are working. It is just the same as trying to saw stove wood with a one-man saw, as compared to using a steam saw.

Farmers should realize, however,

that there is one kind of a draft horse that does not make a suitable farm horse. The block-headed, poorly-gaited, thick-throated, loose-jointed drafter is not for the farm or any place else. He cannot stand the heat, because he is so constructed in the throat that he cannot breathe easily. The fact that he has a bad head makes it necessary for the driver to furnish all of the brains. A horse with a poor gait cannot travel with ease, and therefore he soon tires out. The loose-jointed sort soon becomes unsound and that, of course, means, for the most part, unsaleable.

Farmers should ever keep in mind that the right sort of a Percheron horse is the ideal type of a farm horse. The Percheron is not the largest breed of draft horses, but they are built right for active service. They are handy on their feet. They are clean-limbed, requiring no extra care to keep their legs free from disease. They have a hard-wearing foot, like a mule. Percheron horses mature early and are easy keepers. Their disposition has no equal. Their heads and necks set up on their bodies in such a way that



Notice How These Two Heavy Draft Horses Are Crowding the Three-mule Team. They Are Doing the Work of Three Mules, Make Better Time, and the Cost of Feed and Harness Is One-third Less.

Right now there is a great upheaval in this country in respect to horse affairs, and that is why that right now is the most opportune time farmers have had in the last twenty years for the production of good draft horses. Practically no grade colts have been raised during the last five years. The

at a reasonable cost, much more cheaply than he can buy them. Of course, if one grows a horse on high-priced grains alone, he can soon have an expensive animal. The thing for every farmer to do is to take good care of his straw, corn fodder and hay, not letting any of these roughages go to waste, as so many people do. It takes a very small amount of grain to grow a horse until he is old enough to work, if he has all of the rough feeds and grass he wants to eat.

The farmer who finds that he will need more horses to work next spring, would better buy them this fall. There is every indication now that big work animals will cost at least 25 per cent more by work time next spring. Then, too, one has a better choice now of the horses that are for sale than he will have next March. It is true that it costs something to winter a horse, but by using an abundance of roughages, money will be saved by buying big work horses this fall.

No one need stop now to debate as to whether or not it will be profitable to raise draft horses. At one of the large shipping depots in St. Paul, a few days ago, there were 46 horse-drawn vehicles loading at one time, and only four trucks. The demand for draft geldings has held up strong, all summer, despite hard money conditions. Had the financial affairs of our country permitted building to be resumed, the demand for drafters during the summer would have been a great deal stronger than it was.

Twenty geldings went from the Chicago market last spring to Maine, for a price of nearly \$10,000, F. O. B. Chicago. Even higher prices than that are expected by next spring. The reason is that big draft geldings are extremely scarce and just as soon as money can be borrowed again as in normal times, there will not be nearly enough of such horses to supply the demand. Then farmers will find that users will pay more for these horses than ever before and the men on the land will have to put up with any kind of a horse they can find, regardless of whether he is best suited for their work or not.

It is absolutely sound advice to give to farmers everywhere that they can make no mistake by breeding all the good, big, sound work horses they can raise. The men who follow this advice wisely will never regret it, because there is no chance of an overproduction of drafters, possibly never, and certainly not for a good many years to come.

It costs more to breed and keep good, heavy horses than smaller and less efficient animals, so there is no more expense attached to having horses that will answer all purposes equal to any emergency.



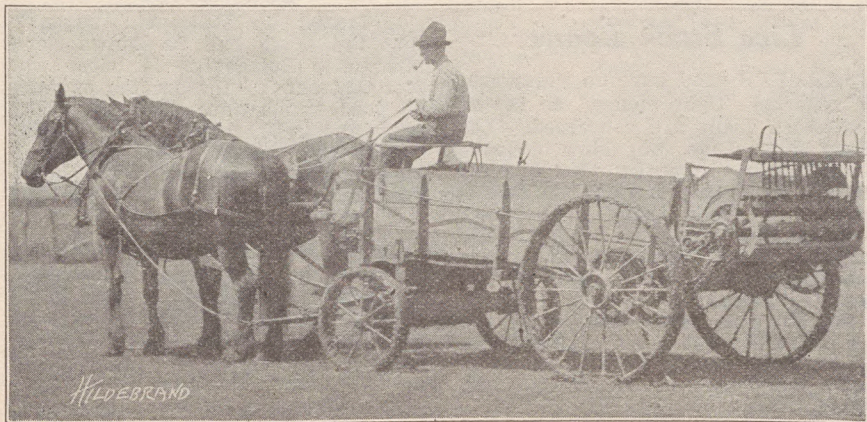
This Pair of Fine Percheron Mares Can Pull a Mower Through Any Hay Field Without Fatigue and Keep Up a Good Gait.

they can breathe readily, making them good in wind. The greatest argument in favor of Percheron stallions is that they cross on small or medium sized mares better than any other breed. The size and shape seem to be the determining factors that enable small mares to foal easily when bred to Percheron stallions, and the offspring grow into animals much larger than the dam.

few that have been raised are almost a negligible quantity. Farmers thought that because prices on horses were low as compared with other kinds of live stock, that it would no longer pay to raise horses. They made a bad guess. They forgot that the history of the live stock business shows that there are ups and downs and that no one kind of live stock stays at the top always, nor at the bottom always. The cattle and hog men have had remarkably good prices for their products during the last few years and now the time of profitable values on good draft horses has arrived.

The automobile has, of course, displaced the small horse, but the good drafter is the kind of a farm horse we will always want. The coming into prominence of tractors has been of more benefit than hindrance to the draft horse business. The tractor is displacing inefficient farm horses, those that are small, also those that are large, but unfit for farm work. The tractor is a big help to the raising of good big drafters.

Every man who lives on the land should at least raise his own horses, even though he does not care to raise any to sell. If one is careful in conserving the rough feeds on his farm, he can easily produce his own horses



A Manure Spreader Is No Light Load when Pulled Over a Soft Field, but Here Is a Pair of Horses Equal to This and All Other Heavy Farm Work.

# 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.

OCTOBER, 1920

## Acres of Wealth

MARINETTE COUNTY, Wisconsin, has gone over the top with its land-clearing program this year. Last winter an organization was perfected to clear 18,000 acres of stump land. It was estimated that this large acreage would be cleared of stumps within one year, but to the surprise of the most enthusiastic optimist, the huge job was done by the first of September. And practically every farmer in the county also increased his farm production this year. They all found time, somehow, someway, to get rid of the stumps without interfering with their regular farm work.

In Rusk County, Wisconsin, a "million dollar" land-clearing contest was put on this year, valuable prizes being offered to the farmers clearing the most land, due allowances being made through a scoring system for acreages owned, difficulty of clearing, and tools available for performing the work. This system gave each man an equal show. The objective was to clear 6,000 acres of stumps this year, and it was called a "million dollar" contest because it was figured that 6,000 acres of cleared land would be worth one million dollars to Rusk County. The farmers in Rusk County cleaned up the 6,000 acres before the first of August, and had used up seventeen carloads of dynamite before the middle of July.

Over in Sawyer County, Wisconsin, a similar contest was on this year, and the "quota" was cleared before the summer was over. In Ashland County several land-clearing contests were launched, more to show just who could clear the most land, and a large area has been brought under cultivation during the summer.

And so the good work has gone on throughout Northern Wisconsin—all of it in the wake of the land-clearing specials the Wisconsin College of Agriculture has been conducting for the past several years. Through these annual demonstrations the farmers have been taught the most economical methods of land-clearing and received inspiration to place larger areas under the plow without waiting a generation for the stumps to rot out.

The large number of acres prepared for cultivation this year alone is big compensation for all the land-clearing specials the state had conducted, and this is not all of it. The land has been brought under the plow, will yield production year in and year out for this generation and generations to come. Land once cleared does not have to be cleared again. It is a permanent improvement.

The wealth that will accrue to these industrious farmers will be counted by millions of dollars, and the first actual returns will come in next year from the raw land. From that time on profits will increase and stimulate more land clearing.

## Birds and the Farmer

RELIABLE naturalist authorities declare that if all the birds were exterminated the world would soon become a vast, barren wilderness. Insects would destroy the trees and every form of vegetation.

The most effective enemy of insect life is the insectivorous bird. It is estimated that each bird destroys 150 insects daily, and is easily worth \$5 annually for the good work performed. A bird census conducted by the Bureau of Biological Survey estimates that there are two birds to the acre on farm lands, or perhaps one billion birds guarding the farms east of the Mississippi River.

Insect damage in the United States is estimated at \$1,500,000,000 annually, so birds stand between a total loss of plant life, which would mean destruction of civilization, for human beings could not exist without trees, and grass, and vegetation. Nor could animal life exist without plant food. Thus birds saved for the farmers of the United States in 1919 a grand total of \$25,000,000,000, for that was the value placed upon the products of agriculture last year. The birds kept the insect loss down to \$1,500,000,000.

These enormous figures give some idea of the value of birds to the farmer.

Should birds be protected? Are they worth protecting?

Another census, a cat census, estimates that there are 25,000,000 cats in the United States, and cats are the worst enemy of birds. Bird students have found that as many as fourteen birds have been killed in one day by one cat—\$70 lost in one day to the farmer, and at the same time giving life to 2,100 insects on the same day, to multiply and proceed the next day, and all the days of the season, destroying crops and vegetation.

As a rule, cats have not proven a success in exterminating rats and mice, but they are expert bird hunters and much prefer birds to rodents. It is reasonable to assume that one cat can not destroy enough rats and mice in one day to save \$70 worth of grain, but they can destroy \$70 worth of birds in one day and give a lease of life to 2,100 insect pests to multiply by hundreds of thousands and do thousands of dollars' worth of damage to crops and vegetation.

It would be well worth while for farmers to weigh the value of the birds, and protect them in every manner possible, even if this protection goes to the length of destroying the roving cat.

## Another Black Sheep

THERE are all sorts of black sheep—some in the flocks, and some among human beings. One of the newest black sheep in the human family is found in the element that connives at every possible opportunity to beat down the price of wool paid to the farmer.

Not so long ago the buyer who tramped about the country used for his argument that the wool was not up to standard, was poor grade, and talked "blood" and "fibre" to the farmer in a highly scientific manner, though in badly garbled English language. In due course of time when the farmer was convinced his wool was of a decidedly inferior quality, a consolation offer far below the real value of the wool was made, and the farmer, thinking he was actually getting a good bargain, unloaded the full clip on the spot. If he hesitated, usually a lecture on future low markets, big importations of wool, and a few other things served to throw the scare into him and he sold out.

Now times have changed. Most of the wool in the farming states, and a considerable portion of it in the range states, is snugly tucked away in wool pools. In most pools it has been graded by experts and each farmer will receive what his wool is worth. The buyer must now talk to a salesman who knows wool, so the buyers are not very prosperous this year be-

cause they can't buy on a highly speculative basis. It begins to look now as if the wool will be sold direct to the factories, and the farmers will get the benefit of the profit taken by a set of men who neither grew wool nor spun it.

Since the farmers have actually pooled their wool, and have demonstrated that they can hold their wool in the pool, efforts have been made to break up the new practice by all sorts of schemes. The latest effort is in a story that was given wide circulation to the effect that moths would get into this pooled wool and the farmers would suffer a terrific loss. But here again a black sheep is isolated, for the scientists of the U. S. Department of Agriculture have come out with a bold statement that the farmers need have no fear of moths—that wool has been known to lie in storage for fifteen years and suffered no damage from moths. Of course, precautions ought to be taken, but assurance is given by these government scientists that farmers having their wool in pools need have no fear of moth damage. In another place in this number of Cloverland Magazine will be found the statement in full, and after reading it, the farmer whose wool is in a local or state pool, will laugh at the absurd story that has been circulated, and continue to sit tight.

## Knowing Each Other

FARMERS all over the country are beginning to know each other better, their families are becoming better acquainted, there is growing a better spirit of co-operation for the common good of the farm community.

This spirit of friendliness was more apparent this year than in any year of our history. There has been a larger turn-out at farmers' picnics, farm bureau gatherings, and assemblages for farmers this year than in any previous year. The farm bureau has been largely responsible for this favorable condition of affairs, but the chief instrumentality and of even more importance has been the county agent.

The county agent is just beginning to get in his best work. It has taken several years to educate the farmers as to the real value of the county agent, but these efforts have at last succeeded, and now his visits are eagerly looked forward to by the entire family on the farm.

The county agent has been responsible for the get-together spirit through the organization of live stock breeders' associations, co-operative buying and selling agencies, local and county institutes, country fairs and live stock sales, picnics and demonstrations, everything that brings farmers together at stated times and places. Every meeting, no matter how small, has been well advertised in the country press, and often supplemented with letter or postcard reminders and personal calls.

The farmers have responded and the more they get together the more they like it. The more they associate with each other the more friendly they become. The more they co-operate the more money they make. It's a wonderful thing—this knowing each other better.

## Live Stock Loans

FARMERS need have no worry over reported "tight money" so far as live stock loans are concerned. The large banks have shut down on loans to industrial promotion that has for its object the sale of stock and manufacture of goods really unnecessary to meet the economic needs of the nation. There has been no serious restriction placed upon loans for essential industry.

Stockmen in some districts in the far western states are complaining about "tight money" and appear to be having difficulty in obtaining loans. But in these districts bankers have reason to be cautious, not because of instability of the live stock business under normal conditions. The operation of the dry farming homestead

laws in narrowing the ranges down to small areas, repeated droughts and heavy winter losses, all have had depressing influences until live stock security in regions thus affected is not what it was a few years ago. But in regions where these adverse conditions do not obtain, loans are negotiated without difficulty.

So far as the farmers are concerned they have no cause for worry about loans. Any farmer who has shown his ability to take care of live stock and has the feed, may readily obtain money to restock or enlarge his herd providing he wants to buy pure bred or good grade stock. Banks have closed down considerably on loans to buy poor stock, because the investment in poor stock is poor business and usually does not break even. So the banks are really aiding the farmers when they close down on loans to purchase low grade animals that will not be able to pay their way to say nothing about making a profit. But the farmer with some experience, and a worker, and with feed on his place, may obtain all the money he needs from his banker on live stock security.

## Making Two Blades Grow

MAKING two blades of grass grow where one grew before, or forcing one acre to produce twice as much as normal, is real scientific agriculture. A little more work is required to do it, but not double the ordinary work of preparing and cultivating the field. A little more expense is incurred but not twice the ordinary expense of seeding and harvesting the crop. In many cases the cost and labor is very little in excess of what would be required to produce an ordinary crop.

In preparing a seed bed very often one more discing, one more harrowing than ordinary, means more to the crop than all the previous preparation, because it puts the finishing touch upon the soil and makes a perfect seed bed. The last time over is quicker and easier, so the additional expense and labor is comparatively slight. Once more over with the cultivator requires little more time, but may conserve the moisture needed to make the difference between a good crop and a poor crop.

Besides plowing and cultivating there necessarily enters into the scientific system of doubling the crop the matter of proper rotation and use of fertilizers. Proper crop rotation requires no more labor or expense than ordinary farming, but it insures better yields and reduces the cost of fertilization. The cost of fertilizers is more than offset by the increased yield.

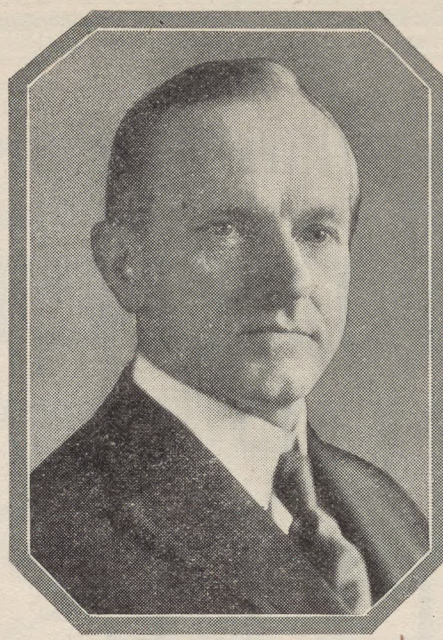
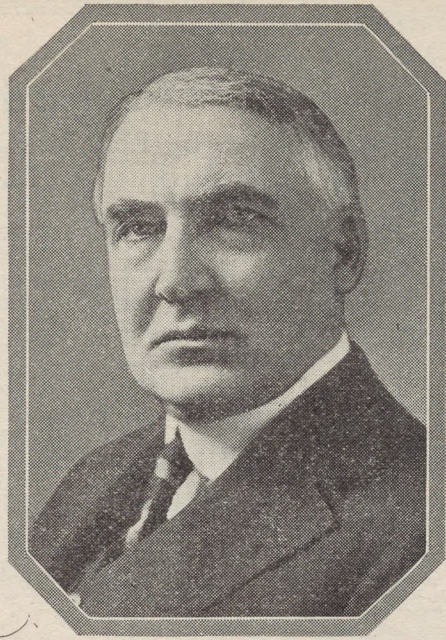
So the system of making two blades grow where one grew before is a simple and inexpensive system after all. It is merely a little better cultivation, crop rotation and fertilization. And then the use of pure bred seed, properly inoculated when necessary, or treated before planting, and the trick is done. Try out the system on your farm, even in one small field, and keep it up for a few years, and then the whole farm will be operated on this new plan, for it will pay in cash returns.

## "BULSHEVIKS"

A farmer in Wisconsin suggests that the scrub bull be known hereafter as a Bulshevik. He cites the fact that scrub bulls are the enemies of good production; that they levy upon the milk, cream, and butter checks and compel the farmer to keep cows, where the cows should keep the farmer.

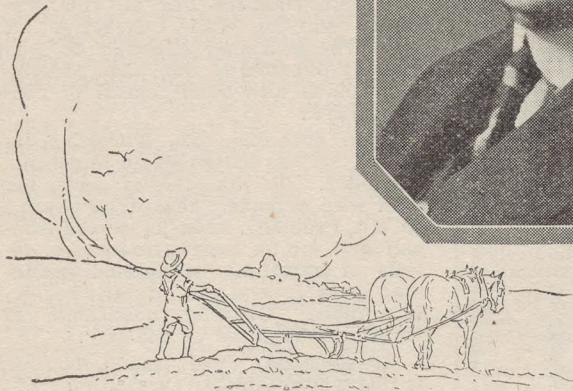
There are more than 5,000 farmers in the Upper Peninsula of Michigan members of the Michigan State Farm Bureau. And only a few of the counties have completed their organizations.

The price of an acre of good farming land in Cloverland is equal to the rent for one year in the Corn Belt, yet there are renters who prefer to just keep on paying rent.



For President  
WARREN G. HARDING

For Vice-President  
CALVIN COOLIDGE



# A Square Deal for the Farmer

If the farmers of the United States think they have nothing at stake in this election—if they think it is simply a contest between the political “ins” and “outs” and that it makes no particular difference to the farmer which wins—they are making a very great mistake, and are likely to realize it when too late to help themselves.

In some matters of interest to the farmers the two parties agree.

For example, both favor strengthening the rural credits statutes; both recognize the right of farmers to form co-operative associations for the marketing of their crops; both favor extending our foreign markets; both are pledged to the study of producing farm crops.

Now, the matters mentioned are important, but not nearly so important as certain other matters, and in the way they look at these tremendously more important matters we find a radical difference between the Republican and the Democratic parties.

The difference is so vital that if the farmers of the country once understand it, there will be not the slightest doubt as to which party they will support at the polls in November.

## The farm voice in government

The Republican party in its national platform is committed to “practical and adequate farm representation in the appointment of governmental officials and commissions.”

Are not farmers entitled to such representation? The Republican party thinks they are.

Under Republican rule, for sixteen years that sturdy and faithful Iowa farmer, “Tama Jim” Wilson, was at the head of the great Department of Agriculture.

What happened when the Democrats came into power?

Why, they turned out “Tama Jim” and put in a university professor who knew nothing about agriculture and gave no evidence of caring anything about it.

Farm interests are vitally affected by the administration of the Federal Reserve banking system, by the Farm Loan system, etc. Should not thoroughly competent men who understand the farmers’ needs and who have a sympathetic interest in agriculture be on these boards?

The Republican party thinks they should and says so.

## Price fixing and price drives

Both parties were asked to promise to put an end to price-fixing on farm products and to government drives to beat down prices of farm products.

The Democrats refused to make such a pledge. The Republicans agreed and in their national platform are

pledged to “put an end to unnecessary price-fixing and ill-considered efforts arbitrarily to reduce prices of farm products which invariably result to the disadvantage of both producer and consumer.”

Do you remember what happened when we got in the war? Do you remember President Wilson’s definition of a “just price?” He said:

“By a just price I mean a price which will sustain the industries concerned in a high state of efficiency, provide a living for those who conduct them, enable them to pay good wages, and make possible the expansion of their enterprises,” etc.

And then do you remember what happened? Government contracts of all kinds were let on a cost-plus basis. That is, the manufacturer was allowed to figure all of the cost of every kind which he incurred (and he was not restricted in his expense) and in addition was allowed to figure a handsome percentage on top of all his expense and fix his price to cover everything.

Was the farmer allowed that “just price” which was granted so freely to others? He was not. Prices on some of his products were absolutely fixed, and without investigation of the cost of production.

One prominent member of the Democratic administration when asked about the cost of production of farm crops is reported to have said that this was no time to investigate farm costs of production; that it was the farmer’s business to produce and not bother his head about the cost.

Throughout the war the farmer was frantically urged to produce by one crowd while another crowd was using every device of market manipulation to hold down prices of farm products. Was that fair?

## Government drives against farm prices

But, someone will say, we were in war and the farmer should not complain about what it was necessary to do, even if they didn’t do it to others.

Very well. Let us overlook what happened during the war. Let us wipe the slate clean up to the signing of the armistice. Let us consider what has happened to the farmer since the war ended.

The farmer had been urged to produce to the limit and had been assured that even if peace came, all he could grow would sell at profitable prices.

Do you remember the price drive in January, 1919, within three months after the armistice had been signed?

Do you remember the more determined drive in July, 1919, when hogs dropped from \$22.10 on July 15 to \$14.50 on October 15, although pork products to the consumer dropped on an average less than 10%? In June, 1920, hogs were selling at \$5.50 less per hundred than in June, 1919, but retail ham prices were \$3.00 per hundred higher.

As a result of the government drive the producer received less and the consumer paid more. Who benefited?

And do you remember the government drive of the last three months, and what it has done to the prices of grains and livestock? Within two months the prospective value of the 1920 corn crop decreased three-fourths of a billion dollars. Great advertisements announced that the government proposed to cut down the cost of living by dumping on the market the millions of pounds of government surplus meat at bargain prices.

Have you been making so much money on your cattle and hogs that you can afford further reductions in prices?

In July, 1919, No. 2 corn sold in Chicago for \$2.19 per bushel; in July, 1920, for \$1.56, a decrease of 29%. In July, 1919, steers sold in Chicago for \$15.60; in July, 1920, for \$15.00, a decrease of 4%. In July, 1919, hogs sold in Chicago for \$21.85; in July, 1920, for \$14.85, a decrease of 33%. The decrease in wool prices was 25%. In beating down prices of these products did the government help the consumer?

According to the United States Bureau of Labor Statistics, the consumer paid 24.1% more for his food articles in July, 1920, than in July, 1919. He paid 12.4% more for his clothing; 47.4% more for his fuel and lighting. During the same time, metals and metal products increased 20.9%, lumber and building material 79%, house furnishing goods, 47.8%. But according to the same authority all farm products had decreased over 4% in July, 1920, as compared with July, 1919.

We shall not deal further with this sickening story of incompetent and inefficient government meddling. You know the story in most of its details.

As you think it over, remember this one outstanding fact: That the Democratic party, if continued in power, is committed to the same sort of a policy in dealing with the farmer and stockman that it has followed during the past two years. It was asked to promise to stop officious meddling which benefits only the speculator and the profiteer, but it refused to make such a promise.

In justice to themselves and their families and the generations to come after them, the farmers of the United States should put in power the Republican party which realizes its obligations to them and to all other classes of citizens and which further realizes that if the farmer is not given a square deal, our agriculture is going to be wrecked.

Talk to your neighbors about these things and make sure that they understand what a vital interest the farmer has in the presidential election November 2.

## Republican National Committee

Republican National Committee,  
Auditorium Hotel, Chicago, Ill.

Please send me, free and postpaid, copy of Senator Harding’s Address on the present day problems of the farmer.

Name .....

Address .....

The Popularity of

# GOLDEN CUP COFFEE

IS SHOWN

by the thousands of suggestions submitted in our Great Cash Prize Contest which ends on October 15, 1920.

The judges will determine and make the prize awards on Oct. 16th, and a full list of prize-winners will be published in Cloverland Magazine for November.

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## CARPENTER COOK COMPANY

MENOMINEE, MICHIGAN

Exclusive Distributors of GOLDEN  
CUP COFFEE

## With Bridges Burned

By REX BEACH

COPYRIGHT BY HARPER & BROS.

### SYNOPSIS:

Louis Mitchell was laid off with other employes of Comer and Mathison, contractors, when the bottom dropped out of the steel business. The firm had no work, and rigid retrenchment was the policy. The blow fell heavily upon young Mitchell, recently married, wounding his pride more than questioning his ability as a salesman.

Mitchell had heard that a firm in London was advertising for bids to build cyanide tanks in South Africa to replace property that had been destroyed by the Boers. It was a \$3,000,000 job. The firm scoffed at Mitchell's proposition to attempt to land the contract.

Mitchell talked the matter over with his young wife and they decided he could get the job. Out of \$1,000 they had saved Mitchell took \$900 and sailed for England, to figure and bid against the biggest competition he had ever been in, bid on the biggest job he had ever tackled, and in a foreign country where all conditions, manners and customs were strange.

He arrived in London bubbling over with enthusiasm and confidence, unaware of the net of technicalities that enmeshed him.

THE first evening in London he fattened himself for the fray with a hearty dinner, then he strove to get acquainted with his neighbors and his environment. The nervous force within him needed outlet, but he was frowned upon at every quarter. Even the waiter at his table made it patent that his social standing would not permit him to indulge in the slightest intimacy with chance guests of the hotel, while the young Earl who had permitted Mitchell to register at the desk declined utterly to go further with their acquaintance. Louis spent the evening at the Empire, and the next morning, which was Sunday, he put in on the top of a 'bus, laying himself open to the advances of anybody who cared to pay him the slightest attention. But he was ignored; even the driver, who spoke a foreign language, evidently considered him a suspicious character. Like a wise general, Louis reconnoitered No. 42½ Threadneedle Street during the afternoon, noting the lay of the land and deciding upon modes of transportation to and from. Under the pressure of circumstance he chose a Cannon Street 'bus, fare "tuppence."

Now garrulity is a disease that must either break out or strike inward with fatal results. When Sunday night came, Mitchell was about ready to fare forth with gun and mask and take conversation away from anybody who had it to spare. He had begun to fear that his vocal cords would atrophy.

He was up early, had breakfasted, and was at 42½ Threadneedle Street promptly at nine, beating the janitor by some twenty minutes. During the next hour and a half he gleaned considerable information regarding British business methods, the while he monotonously pounded the sidewalk.

At nine-thirty a scouting party of dignified office-boys made a cautious approach. At nine-thirty-five there came the main army of clerks, only they were not clerks, but "clarks"—very impressive gentlemen with gloves, spats, sticks, silk hats and sack coats. At this same time, evidently by appointment, came the charwomen—"char" being spelled s-c-r-u-b, and affording an example of how pure English has been corrupted out in the Americas.

After the arrival of the head "clarks" and stenographers at nine-forty-five, there ensued fifteen minutes of guarded conversation in front of the offices. During this time the public issues of the day were settled and the nation's policies outlined. At ten o'clock the offices were formally opened, and at ten-thirty a reception

was tendered to the managers who arrived dressed as for any well-conducted afternoon function.

To Mitchell, who was accustomed to the feverish, football methods of American business life, all this was vastly edifying and instructive; it was even soothing, although he was vaguely offended to note that passers-by avoided him as if fearful of contamination.

Upon entering 42½ Threadneedle Street, he was halted by an imperious office-boy. To him Louis gave his card with a request that it be handed to Mr. Peebleby, then he seated himself and for an hour witnessed a parade of unsmiling, silk-hatted gentlemen pass in and out of Mr. Peebleby's office. Growing impatient, at length, he inquired of the boy:

"Is somebody dead around here or is this where the City Council meets?"

"I beg pardon?" The lad was polite in a cool, superior way.

"I say, what's the idea of the pallbearers?"

The youth's expression froze to one of disapproval and suspicion.

"I mean the parade. Are these fellows Congress- or minstrel-men?"

His hearer shrugged and smiled vacuously, then turned away, whereupon Mitchell took him firmly by the arm.

"Look here, my boy," he began. "There seems to be a lot of information coming to both of us. Who are these over-dressed gentlemen I see promenading back and forth?"

"Why—they're callers, customers, representatives of the firms we do business with, sir."

"Is this Guy Fawkes Day?"

"No, sir."

"Are these men here on business? Are any of them salesmen, for instance?"

"Yes, sir; some of them. Certainly, sir."

"To see Mr. Peebleby about the new construction work?"

"No doubt."

"So, you're letting them get the edge on me."

"I beg pardon?"

"Never mind, I merely wanted to assure you that I have some olive spats, a high hat, and a walking-stick, but I left them at my hotel. I'm a salesman, too. Now then, let's get down to business. I've come all the way from America to hire an office-boy. I've heard so much about English office-boys that I thought I'd run over and get one. Would you entertain a proposition to go back to America and become my partner?"

The boy rolled his eyes; it was plain that he was seriously alarmed. "You are ragging me, sir," he stammered, uncertainly.

"Perish the thought!"

"I—I— Really, sir—"

"I pay twenty-five dollars a week to office-boys. That's five 'pun' in your money, I believe. But, meanwhile, now that I'm in London, I have some business with Mr. Peebleby." Mitchell produced an American silver dollar and forced it into the boy's hand, whereupon the latter blinked in a dazed manner, then hazarded the opinion that Mr. Peebleby might be at leisure if Mr. Mitchell had another card.

"Never mind the card; I can't trust you with another one. Just show me the trail and I'll take it myself. That's a way we have in America."

A moment later he was knocking at a door emblazoned, 'Director General.' Without awaiting an invitation, he turned the knob and walked in. Before the astonished Mr. Peebleby could expostulate he had introduced

(Continued on page 23)



## Poultry Tips from University Farm

University of Minnesota

### WHY CULLING PAYS

AN uncultured flock of 992 hens laid 3,576 eggs in the week before being culled. Seventy-nine weak layers were cast out. The culled flock of 913 came right back the next week with a record of 3,520 eggs, while the seventy-nine culls, living under precisely similar conditions, and doing their very best, were laying only eighty-five eggs. The market value of the eggs laid by the culls was around \$3.50. The cost of feed alone for them at a cent a day for each hen was \$5.53 for the week. Figures like these say the poultry specialists at Minnesota University Farm, show the importance of keeping only the best layers.

### CLEAN POULTRY HOUSES

THE condition of their winter quarters is a potent factor upon the productivity of poultry flocks. Only healthy, contented hens produce eggs in paying numbers. While on range most hens both lay and pay, because conditions are such that they are perfectly healthy. Sanitation then takes care of itself and constant exercise, coupled with natural selection of food having widely differing properties, gives ideal conditions for high production. Because conditions differ widely in these particulars during the seasons when fowls are confined, results are not as satisfactory.

"To counteract unsatisfactory results," says A. C. Smith, poultry husbandry leader at Minnesota University Farm, "proper sanitary measures must be practiced. Begin by putting the young flock in a clean house this fall. Clean and disinfect the house thoroughly. Remove and burn all floor and nest litters. Remove all fittings, such as nest, roost, roosting platforms and water stands; clean and paint with a good liquid disinfectant. Kerosene to which has been added a little strong, crude carbolic acid serves the purpose, as does several commercial disinfectants.

"Brush down the walls and ceiling, remove as much of the old earth as seems necessary, paint the walls with the same disinfectant as the fittings and put in fine or sandy loam to the depth of four to six inches. Replace the fittings, and let the house air well for a week or more before putting in the young stock."

### KEEP FIRST CROWING BIRD

EARLY feathering and early crowing mean early maturity. Early maturity means early profits. Always select the cockerels that feather first and then select from them the one that crows first, is the advice of Miss Annabell Campbell, University Farm, poultry specialist in the office of extension work with women.

Quick maturity—the ability of the pullet to lay at an early age and thus get out of the debtor class—is to a great extent hereditary.

Miss Campbell has a photograph of a Barred Plymouth Rock pullet that was hatched March 1 and laid an egg on July 7. Back of her, says Miss Campbell, is a long line of ancestry selected and preserved for quick maturing characteristics.

### POULTRY RAISING ON GAIN

INCREASING development in Minnesota of the business of growing standard bred poultry is shown in the figures of state aid paid each year to county poultry associations as premiums on exhibits at county fairs and other contests.

N. E. Chapman, of University Farm, poultryman with the extension division of the college of agriculture, says that in 1916 the sums so paid to the counties by the state amounted to

# 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.

## 15% to 25% More Actual Meat to the Pound

YOU buy uncooked meat and you pay for trimmings and for bones. You can't eat them—they're not meat. But you pay for them—at meat prices.

In ready-cooked Council Meats there are no bones, no waste, just meat—fine, tender cuts, cooked as you like them, seasoned as you season them. Ready to eat except for a few minutes' warming.

And they can be had in almost endless variety; roast beef, roast mutton, hamburger steak and onions, corned beef hash, etc., etc.—each as good as it can be and at prices that give you 15 to 25% more actual meat to the pound (counting the shrinkage in cooking) at the same price per pound you're now paying.

Therefore, to use Council Meats is to actually save from 15 to 25c out of each dollar you now spend for meat. You can't afford to overlook such opportunity for economy.

INDIAN PACKING CORPORATION  
Consumers' Building, Chicago, Ill.

### Six Economical Meat Dishes

ROAST MUTTON For 5-70c	VIENNA STYLE SAUSAGE For 5-60c	POTTED TONGUE For 5-80c
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HAMBURGER STEAK AND ONIONS For 5-60c	VEAL LOAF For 5-60c	OVEN BAKED BEANS For 4-25c
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\$6,888; in 1917 more associations had been organized and the amount paid to them was \$7,991.43; in 1918 it was \$11,756.96, and in 1919 it was \$18,549.90. This shows a constant and steady growth in the business of poultry raising on Minnesota farms.

The sum of \$23,116.56 is available for 1920 out of the state's appropriation and the amount carried over. Poultry associations in seventy-five counties received state aid with which to pay premiums last year. The maximum amount allowed a county is \$400.

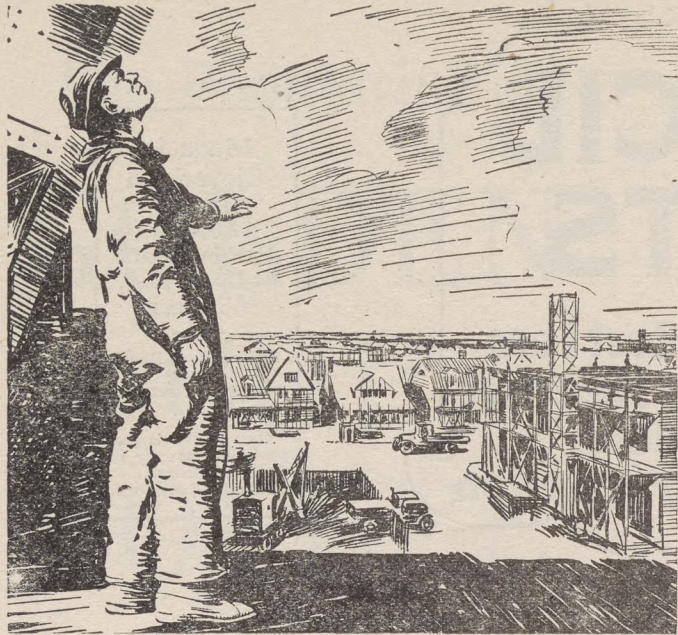
### NOT SO MANY FIELD BEANS

FIELD bean production and acreage in the leading states except Colorado shows a considerable decrease. The official September estimate is 9,101,000 bushels, compared with 11,488,000 last season. The reduced planting was a natural sequence of the depressed condition for the bean markets following the heavy production and imports of the two preceding seasons.

No, the country is not going to smash unless "so-and-so" is elected. We shall pull through this campaign just as we always have done, and continue working, and smiling and cussin'.

## The Menominee River Sugar Company began on Oct. 11th its annual pro- duction of beet sugar.

## The beet growers are given the advantage of every rise in the sugar market.



## It's a man's job to keep up with Michigan

In the passing of a decade, almost, Michigan, by a phenomenal growth, has leaped from comparative industrial obscurity to a commanding place among the commercial centers of the nation.

Hand in hand with this expansion, has grown the demand for telephone service in Michigan. Some idea of the problems confronting the Michigan State Telephone Company as the result of this advance in industry and population may be gained from consideration of these facts:

In 1910 the state had a population of 2,810,000, served by 143,300 of our telephones, or one for every 19½ persons.

In 1920, it is estimated from the available census returns, the population is 3,210,000, a growth of approximately 400,000, and is served by 292,851 of our telephones, meaning one for each 11 persons.

Therefore, while the population has grown 14.2 per cent, the number of telephones has grown 104.3 per cent. The company has, in the face of war conditions, material and labor shortage and skyrocketing costs, more than kept pace with Michigan's growth.

It has been necessary, in order to meet the myriad problems confronting the telephone service, for the company to make surveys and estimates, years in advance, of the volume and direction of population and industrial growth in order to intelligently build to meet it. All this company's resources and efforts have been used to meet Michigan's requirements, as indicated in these surveys.

Had the 14.2 per cent increase in population been evenly distributed the problem would have been simplified, but this growth has been greater at some points than at others. There have been times, therefore, when the surveys did not compare with requirements and times when the engineer's estimates could not be met.

But the telephone people, facing these and many other obstacles, carried on and are still carrying on, determined that their future efforts shall exceed even those of the past.

They are anxious to have the people they serve know what they are doing to solve these problems and that despite all difficulties they are determined to make Michigan's telephone service the best obtainable anywhere.

MICHIGAN STATE TELEPHONE COMPANY



Our Ambition—Ideal Telephone Service for Michigan

## PRICES OF SUGAR AND SUGAR BEETS

EDITOR, Cloverland Magazine: I note in the September 24th issue of the Bark River-Schaffer News, an item headed "MAY REFUSE TO SIGN UP CONTRACTS. PROMISED SLUMP IN PRICE OF SUGAR EXCITES SUSPICION OF BEET GROWERS," which appears on page 1 column one.

It would appear that the members of the Farm Bureau Association in their meeting at Bark River, have taken up the question of the price of sugar because it governs partially the price which the farmer shall receive for his beets. The fact that the recent slump in the price of sugar excites their suspicion would lead to the inference that the local sugar company—ourselves—had exerted hidden-hand influence to bring about this slump, whereas, the facts in the case are that last fall when we were operating we were notified by Attorney General Palmer to the effect that upon investigation they had found that 10½c was a reasonable price for sugar, and if we sold at a higher price our action would be investigated, and, if we were found guilty of profiteering we would be prosecuted under the Lever Act. Not only were we notified of this limitation of price, but also closely watched from time to time to determine whether we were holding sugar in storage with a view to holding it for higher prices

later on. The result of this action on the part of the Attorney General was to force us to sell all of our product before January 1st, 1920, at a low price. This was true of nearly all of the beet sugar producers in this country, and after the supply of domestic beet sugar was practically exhausted, then the foreign grown sugar, principally from Cuba, came into the market and the price soared to unheard of heights, and everybody knows throughout the period from January first, until we began operations in October, we have had no sugar whatever to offer, and have had no voice whatever in the making of the prices. Now that the beet sugar is about to come into the market again and furnish a supply of the home grown product, there has been a material slump, and it would appear that the Farm Bureau Association has reasoned that we might have something to do with this price condition, whereas we have had nothing more to say about it than the King of Siam.

Since this first indication of the feeling of the Farm Bureau Association has appeared in your county, I am taking the liberty of calling your attention to the matter.

G. W. McCORMICK,  
General Manager.  
Sept. 28, 1920, Menominee River Sugar Company.

## When Springs Break ~ put on **VULCAN** The Replacement Spring

### Ford Owners of America: When Your Springs Break put on **VULCAN** The Replacement Spring

No. 2000  
Regular VULCAN  
Ford Front  
**\$3.50**  
(East of Rocky Mts.)

No. 2001  
Regular VULCAN  
Ford Rear  
**\$10.75**  
(East of Rocky Mts.)

No. 2004  
Special VULCAN  
Ford Front  
for Delivery Cars, Trucks, Taxis, etc.  
**\$6.25**  
(East of Rocky Mts.)

No. 2005  
Special VULCAN  
Ford Rear  
for Delivery Cars, Trucks, Taxis, etc.  
**\$16.50** (East of Rocky Mts.)

Ask your dealer for a VULCAN spring for your Ford car—our VULCAN name plate on every one.

These springs are the expression of our highest ideals of careful workmanship. Quantity production and organized distribution enables us to put them in your hands at prices that are attractive. Ask for VULCAN and demand that our name plate be shown you.



**Jenkins Vulcan Spring Co.**  
Richmond, Indiana.

## When Springs Break, Put On **VULCAN**

VULCAN has challenged the world's attention. VULCAN is fully meeting the demand for good springs—for all cars.

### Nearly Half of the World's Cars Are Fords

On October 9th our VULCAN Ford line will have been laid before the world's Ford owners in *The Saturday Evening Post Literary Digest Collier's and Leslie's*

with a combined circulation of five million. This campaign will be faithfully carried on. You may expect a sustained and growing demand for VULCAN springs—our name plate on every one. Most good jobbers are prepared to supply your VULCAN requirements, and at prices to yield you a most agreeable profit. We advise you to show prominently our VULCAN display rack (FREE) with an assorted stock, especially of these Ford numbers.

**Morley-Murphy Co.**  
GREEN BAY, WIS.

# Wool Men to Work Together and Patiently Wait

By THEODORE MACKLIN

Specialist, Agricultural Marketing, Wisconsin College of Agriculture

**I**F you want to kill co-operation, sell your wool now!

If you want to prove the strength of co-operation as a power to consolidate and systematize hitherto inefficient marketing of wool, either wait for the wool to be sold or finance your own marketing by borrowing.

There are at the present time two principal methods of marketing wool. The least efficient of these two methods has been employed in handling the product and in consequence there has developed over a period of years dissatisfactions which have recently resulted in experiments of profound importance. These experiments were conducted by farmers during the past two years and are being continued by them for the 1920 wool clip. Naturally, a successful outgrowth from these experiments would upset the marketing machinery which previously handled the wool clip.

That there should be opposition to any change is to be expected. But in this particular case there is no justification for opposition against farmers' plans to comprehensively market wool. The very fact that there is such widespread opposition is proof of the resistance which inefficient marketing agencies and methods put up against the introduction of more efficient methods or even agencies.

To the usual farmer wool is an almost insignificant source of income. Being a sideline issue on most farms, the farmers have had but small quantities to market. They have had to devote their attention to other matters so much that it has not been worth the while to



The Farm Flock

try improving an unsystematic and expensive method of marketing wool. But at last the farmers have found a way to stimulate improvement by their own efforts. The very failure of private marketing concerns to build up an inexpensive, comprehensive wool marketing system has obliged the farmers to try to make improvements themselves. This they could attempt to do only by actually doing the marketing themselves. In order to establish long-needed improvements which many years ago were introduced into the more important marketing methods, farmers needed facts. These were obtained and indicated wherein the old method was weak and expensive and just what is needed to be done to give improvement. The outstanding facts may be concisely stated as follows:

- (1) It was found that wool was a sideline production on most farms and brought in a very small fraction of farm income as a rule.
- (2) Being a sideline output, wool did not constitute a very large volume of business either in quantity or value for the single community or even county.
- (3) Owing to a small volume of wool to be marketed at a shipping point, no middleman, handling only a small quantity, could afford to become very expert as a local wool dealer. Consequently he rarely knew wool grades, had unreliable information as to the real value of wool that he handled, and therefore had to play safe by paying the minimum prices that farmers would accept. Besides, his costs were excessive on account of the small volume handled and the lack of facilities for proper handling.
- (4) These evils, inherent in a small

business, constitute the problem which farmers can eliminate by pooling their wool. But just as the private middleman had to finance the buying of wool, when he did the marketing, so also the farmer must now finance the marketing of wool when he proposes to do the marketing himself. This financing the farmer can accomplish either by waiting for his money until the wool is sold or by paying interest to the banks and borrowing the money until the wool is paid for. Will the farmer do one or the other of these two things? If he will not, he thereby refuses to do what he can to establish the most efficient kind of a wool marketing method. If the farmer fails to create efficient co-operative wool marketing, possibly private agencies will systematize wool marketing. They can do so. But that they will seem unlikely if we may forecast the future from present competitive conditions or on the basis of past experience.

The sideline character of butterfat production in states like Kansas long ago resulted in efficient private butter-making and marketing methods. These efficient methods are now successfully being developed by farmers co-operatively in Nebraska in order to give

farmers the profits of efficient marketing. In other lines farmers have followed efficient methods of marketing and by co-operation have received competitive prices for products and in addition have received the profits that otherwise were earned by private middlemen. There is no question but that farmers can successfully market

their wool in a country-wide, comprehensive and co-ordinated manner. To do so they, however, will have to finance their own operations.

Just now there is more or less widespread unrest over wool prices and farmers are apparently restless about waiting for their money. But there is no justifiable reason for this. Through the Federal Reserve System member banks can and are rediscounting wool warehouse certificates and farmers are receiving a large proportion of the best present estimate of wool values.

If farmers were to sell their wool now on the basis of these comparatively low prices, that would be all they would receive for their clip. Then later the price in going up would not benefit the growers. But if instead farmers put their wool in their own pooling warehouse, borrow on the warehouse certificate and wait for the wool to be sold to the mills, while they may have to pay out a little interest, they will, nevertheless, receive the maximum instead of minimum average prices for the clip. This is just what the private middlemen do. They borrow on the wool warehouse certificate and advance this borrowed money to pay farmers and then wait for the profits to be earned in marketing.

There is no reason why farmers should not borrow the money themselves in the same manner and then, after paying themselves this borrowed money, wait for the profits that their co-operative middleman will make as surely as do the private middlemen.

If you want to prove the strength of co-operation as a power to consolidate and systematize hitherto inefficient marketing of wool, either wait for the wool to be sold or finance your own marketing by borrowing.



## International Farm Machine Headquarters

**T**ODAY the country roads lead from millions of farm homes to the establishments of the International Dealers—and back again to the fields. Quality machines, fair dealing, and a matchless service policy form a triple foundation that has made the store of the International Dealer an **essential** institution in any community. Choose your farm equipment there—and **standardize** your machines as you would your cattle, hogs, and poultry. This is the safe course, with many benefits. Then you may take quality and efficiency for granted and rely on your dealer and on us for service and help at any time, in any emergency. The International Dealer will help you stock your farm with thoroughbred machines.

**INTERNATIONAL HARVESTER COMPANY**  
OF AMERICA  
CHICAGO (INCORPORATED) USA

Branch Houses:

- GRAND RAPIDS, SAGINAW, DETROIT, Michigan
- GREEN BAY, EAU CLAIRE, Wisconsin
- ST. CLOUD, Minnesota

**HEMLOCK**  
"Old Faithful"

*Keep the Facts before you*

For three centuries, "Old Faithful" HEMLOCK has been a leading wood for all farm uses. Hemlock barns and houses our great-grandfathers built are still in daily use. Such a record is not made without good reasons, and these good reasons may as well be working in your interest. We will gladly supply you free with any of the "Old Faithful" building books below. Coupon in each book good for FREE, FULL-SIZE, WORKING plans at your lumber dealer's. Send his name please.

No. 1—Town Houses	No. 5—Ford Garages	No. 7—Hog and Poultry Houses
No. 2—Farm Houses	No. 6—Corncribs and Granaries	No. 8—Outbuildings
No. 3—Special Barns	No. 4—Garages	No. 9—Homemade Silos

**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

# MORE ABOUT SHODDY

By HOWARD E. GREENE

Secretary, National Sheep and Wool Bureau of America

**H**ALF a billion pounds of shoddy were thrown on the American clothing market in 1919, while 1,000,000,000 pounds of unmanufactured, virgin wool were accumulating in the storehouses. Shoddy is made of woolen rags, respun perhaps as often as eight times. It is woven with a small percentage of virgin wool to stick the broken fibres together. Of the 620,000,000 yards of "all wool" cloth produced by the nation's mills, the amount of shoddy used would have produced 380,000,000 yards, if straight shoddy cloth had been turned out. Mixed with a little new wool, it entered into the composition of a vastly greater yardage. In the same period, the amount of new wool used would have produced 240,000,000 yards of virgin wool cloth, if it had not been adulterated with shoddy.

These statistics were made public by the National Sheep and Wool Bureau of America, which is organizing the sheep, farm and business interests of the country behind the French-Capper "Truth in Fabric bill." This bill was left in the hands of the Interstate Commerce Committees of both Houses of Congress at adjournment. It is designed to compel manufacturers to stamp their cloth with the percentages of virgin wool and of shoddy it contains.

Last year, as never before, the shoddy interests succeeded in foisting their goods on the public. Only 600,000,000 pounds of wool in its natural state, or 300,000,000 pounds of cleaned wool, were converted into cloth. Most of this amount was mixed with shoddy to make it stick together. If the entire 300,000,000 pounds had been made into pure virgin wool cloth, it would have provided only 240,000,000 yards, as against the 380,000,000 yards of shoddy goods.

It would have taken 1,550,000,000 pounds of virgin wool to have made the entire 620,000,000 yards of "all wool" cloth turned out by our mills. But the entire amount need not have been made of virgin wool. There should have been virgin wool cloth for those who could afford it and shoddy for thinner purses. That would have provided for fair competition between virgin wool cloth and shoddy and for a fair range of prices. Instead, through the lack of stamping, shoddies were sold as "all wool" and the public, accepting "all wool" to mean virgin wool, was denied the right of choice and the benefit of a range of prices.

Today, the stores are filled with shoddy clothing and 1,000,000,000

pounds of virgin wool fill the storehouses. The shoddy interests have become so thoroughly entrenched through the right of their product to masquerade as "new wool" under the popular term, "all wool," that they have been able to create in their own interest an artificial over-supply of virgin wool.

"In spite of this 1,000,000,000 pounds in the storehouses, the world produces a third less wool annually than it needs and the demand for new wool is as great as ever. The shoddy manufacturers have simply thrown themselves between the public with its demand for virgin wool and the sheep men with their supply.

As a result, the wool growers are being forced into insolvency. To save those of the West from immediate ruin, the Federal Reserve Board has authorized the San Francisco Federal Reserve bank to advance money to help them carry their unsold clips. However, this aid affords only temporary relief. The farmers and sheep men must have permanent relief from the unfair competition of rag-pickers.

That 1,000,000,000 pounds of unmanufactured, virgin wool in the storehouses, kept from the public which wants and needs it by the legal right of manufacturers to use unidentified shoddy in their "all wool" cloth, threatens the annihilation of the sheep and wool industry. It is to the interest of every voter to get behind the French-Capper "Truth in Fabric" bill and see that it is enacted into law at the next session of Congress. Between enlightened public opinion and the "Truth in Fabric law," the wool growers may be able to recover some of this spring's losses at next spring's clip.

While loaning the sheep men money to withstand the rag-pickers' competition, the United States Government is doing more than any other single agency to swell the rag-pickers' income. In the supplement to "Commerce Reports," issued April 20, 1920, the Bureau of Foreign and Domestic Commerce, of the Department of Commerce, reports under the caption, "Army Garments Salvaged:"

"The number of garments received at Dewsbury (Great Britain), each week is about 200,000 and the estimated total since the depot was established is no less than 150,000,000, weighing about 44,000 tons. \* \* \* Those that are too dilapidated for further wear are classified, blended and sold as woolen rags to shoddy and cloth manufacturers to be pulled into fibre and re-made into cloth, principally for the civilian trade."

## Solving Rural Church Problems

**T**HAT the rural church of Michigan must undergo broad readjustment in order to fit itself for leadership of the new economic and social life of the country districts was the dominant thought in the minds of more than 150 ministers of the state who attended the two weeks' rural conference at the Michigan Agricultural College from July 6 to 16.

Facing the problems of the church squarely, speakers of national reputation all hammered on the need for general readjustment of the standards of rural ministers, and showed that in this readjustment would come added power and leadership. By keeping abreast with the changes in standards of living the rural pastor will be able to solve many of his vexing problems. Automobiles, "movies," good clothes and other modern advantages must all be recognized as perfectly legitimate "wants" for the members of any congregation. Conditions demand a new and higher type of rural life, and the ministers must take the lead in building this.

The conference was a co-operative, interdenominational one, Methodist, Baptist, Congregational, Presbyterian,

Disciple, Evangelical, Episcopal and Reformed churches all being represented. This co-operative plan made possible the building of a very strong program, with the leading men from each denomination among the speakers.

Everything from community games to English literature, economics, and purely church matters found a place in the conference, which became practically a ministers' school. Leading speakers included Dr. Warren H. Wilson, church and country life worker, New York City; Prof. C. H. Moehlman of Rochester University; Dr. E. A. Ross, professor of sociology, University of Wisconsin; Dr. W. W. Diehl, of Albion, Mich., and more than twenty others.

Request that the conference be made a permanent, yearly institution, was contained in resolutions passed by the assembled pastors.

"This conference is one of the best church gatherings of its kind in the country," said Dr. Diehl, "and no Michigan rural church can afford to let its pastor miss the stimulating and educational work of the annual gathering."

## WHAT DOES THE FARM PRESS DO?

**M**ANUFACTURERS, wholesalers and jobbers want to know about the efficiency of their mediums of advertising, just what classes of publications reach the best regions for sales of their products with reference to the character of such publications and the regard with which they are considered in the area of their circulation.

The farm press is, of course, published in the interests of farmers. Its mission is to encourage better methods of crop and live stock production, to stimulate the use of labor-saving machinery that has proved meritorious and economical, to broaden the tilled acreage, to induce settlement of idle land, and perform all functions within the scope of publicity that will make farm life better and more profitable. In this work the agricultural publication that is really carrying on this splendid work co-operates with the agricultural colleges, their extension service and the county agents who carry the work of the state college and branch experiment stations right down to the door of the farmer.

These functions of the farm press are not known generally in the business world, because it is shrouded in modest obscurity like the farmer himself, content to go along in a quiet way, working hand in hand with the tiller of the soil to increase production in order that a hungry industrial world may be fed and all business stabilized by this basis of all industry.

A middle western manufacturer who wanted to know a little bit more about the farm press, what it is actually doing, and whether the farmers really derive much help from it, recently asked this question of A. W. Hopkins, editor in the Department of Agricultural Journalism, Wisconsin College of Agriculture. Following is Mr. Hopkins' reply:

My Dear Sir:

"The farmer can and does derive much help from the average farm paper," would be our answer to the question in your letter of July 8.

Even casual observation will show that the farmer reads farm papers, but surveys which have been made in Wisconsin indicate that a large number of farmers subscribe to, read, and follow one or more farm papers.

The extent to which the farmers of the country appreciate the contents of the farm papers is shown not only by the large number of inquiries which constantly are being received by the editors, but also by the influence which the farm press has actually had upon farm practices and agricultural thought.

Through co-operation with various agricultural agencies such as the experiment stations, the farm press is doing educational work which is of tremendous value to the farmers. At the present time the better sire cam-

paign, the tuberculosis clean-up, the cow-testing work, the pure-bred grain drive, the county agent movement, farmers' organization programs, legumes for feed and fertility plans, boys' and girls' club work, better rural schools and churches appeals, plant and animal disease prevention, and many other desirable programs are receiving consistent stimulation from the farm press.

We need hardly point out to you Wisconsin's supremacy, for example, in various lines of agricultural endeavor, but I do wish to suggest that this progress is due to the teamwork of the various forces interested in its agricultural development. One of the most helpful and powerful of these co-operating agencies has been the press. Wisconsin owes much to her farm papers, and also to her weekly and daily publications. Possibly you received the special bulletin sent out last December, from the Washington headquarters of the Chamber of Commerce of the United States of America, in which the following statement was made by a committee of which A. W. Douglas, of St. Louis, was the chairman: "A good many states have become fired with an ambition to rival Wisconsin with her annual production of over \$200,000,000 dairy products, in her case not because of any special advantages of soil and climate, but only of much gray-matter intelligently applied."

As typical of the manner in which farmers of this state have accepted scientific help offered by their experiment station through its publications and through the farm press of the state, let me cite the case of Wisconsin's hemp industry. No hemp was grown in the state until the investigators proved a few years ago that the plant could be used successfully in eradicating certain weeds, that machinery could be made for harvesting and handling the fibre, and that the crop could be profitably grown. Today Wisconsin produces more hemp than any other state in the country.

Most of our farm papers are certainly doing real good work and merit support.

Despite the inadequacy of a brief letter on this point, I hope that you may recognize the close relation between the progress of the American farmer and the forces, such as the farm press, which are vitally interested in his progress. The successful farm papers of the country are successful because they are rendering a service to their readers and to progressive and practical farming interests of the country.

You will feel free, we hope, to call on us for any assistance we can give you.

Yours very truly,  
Signed A. W. HOPKINS,  
Editor.

## Moth Injury to Stored Wool Improbable

**O**WNERS of wool held in storage need not fear losses resulting from moth attack before next spring if there is no evidence of moth injury at the present time, according to scientists of the United States Department of Agriculture.

Even if a slight evidence of moth appears at this time, it is improbable that the moths will multiply fast enough to cause appreciable injury before the coming cold weather. It requires about two months for the development of one generation of the moth, even during the warmest summer weather, and this period will be considerably lengthened on the approach of cold weather. The moth does no damage at temperatures lower than 60 degrees F., for at these temperatures it remains dormant.

In the southern states, wool is held for two years without giving the slight-

est consideration to the moth. Therefore, wool held in a cold climate would be in much less danger. Cases have been reported to the department in which wool that had been held fifteen years showed no trace of moth.

Every precaution should be taken in storing if the wool is to be held for any length of time. It is suggested that a raised platform be built, that will permit a free circulation of air under the stacks and that will prevent dampness which is a source of danger from moth infestation.

If owners will send samples of their wool, the department will be very glad to examine them and report immediately regarding the condition of the wool from the moth standpoint. Samples of wool sent to the department for this purpose should be addressed: "Chief, Bureau of Markets, Wool Division," and marked plainly, "For examination for moth infestation."

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Our Cloverland warehouses are so situated that we are able to make prompt deliveries on all kinds of General Hardware and Mill Supplies.

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We don't want to sell you anything unless we have what you want and what you need. We believe our stock will cover your requirements.

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## Menominee Saw Co.

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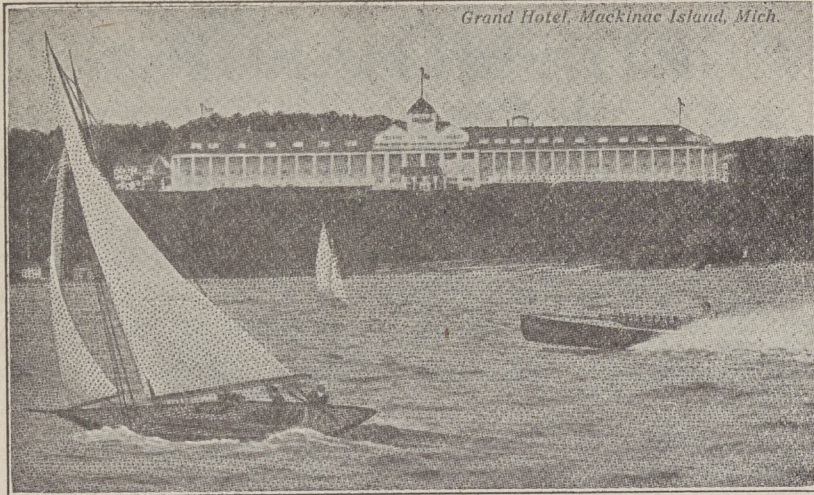
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SAW REPAIRING OF ALL KINDS



## Mackinac Island

The  
Summer Resort  
of America



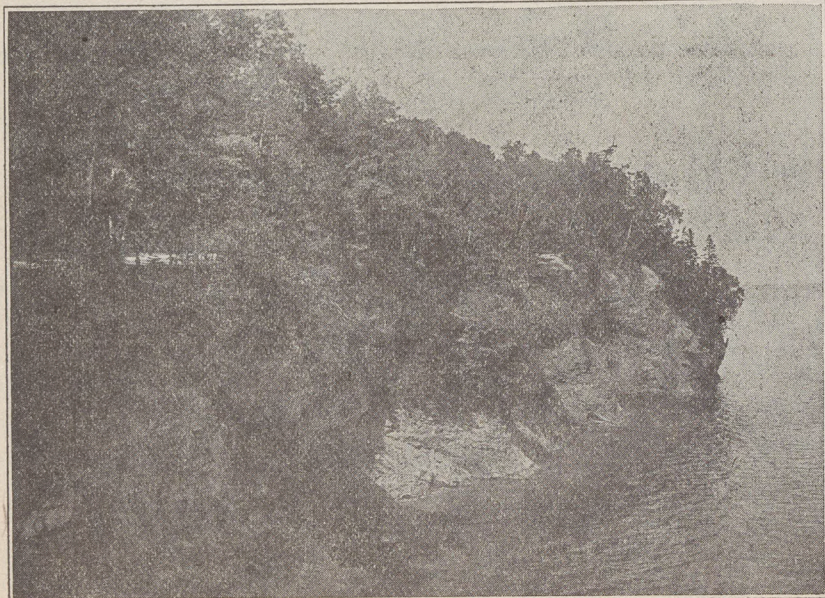
The art work of nature, Indian legend, and panoramic scenes that have made history in time of war and in time of peace all blend in harmonious welcome to tourists entering Cloverland through the southeast gateway, or bid adieu to the traveler after a sojourn at the wonderful Mackinac Island.

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.

WRITE OR WIRE FOR RESERVATIONS

GRAND HOTEL COMPANY  
MACKINAC ISLAND, MICH.

LOGAN BALLARD, President    CHARLES A. HOLDEN, General Manager



## Cheaper Ditching with Less Labor

THROUGHOUT the United States drainage projects are being neglected because of the scarcity of labor willing to dig ditches and the high wages demanded by the few available for such work.

It is recognized that new methods, requiring less labor, are urgently needed. With a view of familiarizing them with a new method that has become quite common in many sections, a demonstration of ditching with dynamite was arranged for the benefit of the 3,000 people attending the Second Annual Cloverland Roundup at Chatham, Mich., in August.

Both the "propagated" and electric methods were shown them. The former is practicable in saturated soil; the latter must be employed in dry soils.

The first test was of a propagated ditch shot. Holes were put down in the wet ground eighteen inches apart and eighteen inches deep. Each hole was loaded with one-third of a pound of 60 per cent straight N. G. dynamite. The middle hole in the row contained a detonator—cap and fuse. Firing this central charge set off the other charged holes down the line both ways from the center. This is the shock or "propagated" method.

It resulted in a ditch five feet wide at the top and three feet deep. It was uniformly V shaped. This ditch cost for explosives less than 7 cents per running foot. Labor cost was very small as work of this kind can be done by one man. Putting down bore holes in soft, wet ground with a pointed steel bar and loading is quickly and easily done and a great deal of ground can be covered in a few hours' time.

The electric shot was merely a prolongation of the propagated ditch. For the electric, the cheapest grade of dynamite—20 per cent ammonia—was used. The holes were spaced the same and the same depth as before,

but each was loaded with a half pound of dynamite and each hole contained an electric blasting cap as well as the stick of dynamite. The charges were connected up in series by means of the cap wires and fired with a blasting machine.

This ditch was about the same size as the other, but was not cleaned out quite as well and was rather more U shaped.

In spite of using cheaper dynamite, this method cost, for explosives, about 13 cents per running foot, because while the dynamite cost only about 8 cents per foot, the use of an electric blasting cap, costing 7 cents every foot and a half increased the total to figure stated. However, it must be remembered that the propagated method will work only in wet, heavy soil, in fairly warm weather. In these experiments either method was practical, but for dry soil, the electrical method must be used even if the cost is higher.

Nevertheless, either method solves the labor problem. Both experiments were very successful and there are 3,000 people in the Upper Peninsula of Michigan who now know how to get a ditch when they need it, even if they can't hire more than one man to do the work.

### SHEEP ARE VALUABLE

Sheep on every farm is a paying investment, even though buyers are offering a third of the price paid for wool last year. The sheep have done a valuable job of clearing on unimproved farms, the price of mutton and lambs is getting back to where it belongs, and the wool pools will reestablish the price of wool if the farmers don't get excited and take their wool out.

Try camouflaging your cows this hunting season.

**RED CROWN** Gasoline 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.

Standard Oil Company  
(Indiana)  
Chicago, Ill.

# Northern Minnesota Soils

By FRED D. SHERMAN

THERE is no section in the State of Minnesota and probably no section of its area in the Northwest, where there is such a great variety of soils, as is found in Northern Minnesota. The varieties, though numerous, is not the only peculiar thing, but the numerous varieties found in small tracts. In almost any county of Northern Minnesota, with the possible exception of the prairie counties of the northwestern part of that section, one may find in each county alone several varieties of soil and each of the same variety may appear several times in the same county. The soil found where maple usually grow, invariably rest on a heavy blue clay subsoil and the surface covered with a black loam soil from 6 inches to 18 inches in depth and usually on top of this black loam may be found several inches of the clay leaf mold, this, of course, appearing only upon the raw land. Soil of this character, will, it may be truthfully said, wear forever and the only drawback is that it is somewhat too heavy for diversified farming, but for growing tame hay and small grains, it cannot be beaten.

Another feature favorable to maple soil is that it never requires drainage,

Norway pine soil in Northern Minnesota will grow clover, though some have experienced difficulty in getting it to catch the first year, but when once one gets Norway pine soil into pasture with a herd of dairy cows or sheep, this land worked in sensible rotation, is of value to the farmer. It is lighter than the white pine soil, but as I have stated before, with proper handling and assisted by the dairy cow or a band of sheep, it can be brought to a high state of fertility.

The lands where jackpine grows, are the lightest to be found anywhere in Northern Minnesota, and by many it is considered almost worthless, yet I have seen jackpine soil converted into productive lands, but this is brought about only after the soil has been carefully treated. If one doubts the possibility of ever making jackpine soil productive, I would advise him to visit the Bemidji Agricultural School plot just west of the city of Bemidji; there one will be able to see where a field of ten acres has been hewed from a jackpine forest and they will see on this field practically all crops grown in Minnesota in a thriving condition. Farmers who have resided in Northern Minnesota for years and have more or less to do with jackpine soil, will testify that many of them have



A Patrick-Duluth Sheep Club Boy with His Land Clearers

as the maple grow only on well drained land. The surface is usually rolling and frequently "pot holes" are found on this land. For all-around farming in Northern Minnesota, I am of the opinion, that mixed hard and softwood timber land is the most favorable, as there is usually just enough clay to make it compact and durable and sufficient sand so that when the two are worked together, it forms a splendid soil for diversified farming. The prevailing timber found on such land is poplar, birch, alder, basswood, tamarack, cedar, balsam, iron wood, elm, oak, maple and scattering pine. The fact that the pine is found on these lands, is an indication that there is considerable warmth in the soil. The contour of these lands varies a great deal, but for the most part, it is quite level land and just enough rolling for good drainage. On some tracts of these lands, stone is found, while other tracts are frequently free from this nuisance, however, the stone land in reasonable quantity is considered by many soil experts, as favorable to the land, indicating warmth of the soil, which is very favorable to farming, especially in the northern climate.

The soil where white pine grows is somewhat lighter than the mixed hard and softwood timber soil, as there is more sand found in this character of soil, but splendid crops can be produced on these lands, because of the warmth afforded by the sand which quickens the growth of all crops. These lands are usually very well drained and are suitable for corn, and all kinds of root crops.

Norway pine soil is most successfully handled in connection with the dairy cow and sheep. Nearly all of

been successful in bringing this soil into a productive state.

Swamp land soils are the most productive of any found in Northern Minnesota, as most of the swamp land soil is black muck of various depths. In other places we find swamp land soils where considerable peat is mixed with the muck, but all of this land is very fertile. All swamp land, of course, requires drainage and it has been the experience of those who have reclaimed these lands, that before they reach a highly productive state, it requires at least two years of tilling after the land has been reclaimed, to allow them to dry out sufficiently and warm up, so that crops will thrive, but when this stage is reached, no one need fear the ability of swamp land soils to produce any crops grown in the state. Celery and head-lettuce is being successfully grown on swamp land soils, while in fact all crops do splendidly on these reclaimed lands.

I believe that practically every acre of land in the timber region of Northeastern Minnesota, with the possible exception of the very light jackpine soil, can be made into splendid pasture land for sheep and cattle, particularly the former. I believe that cattle grazing for the present, could best be conducted in the more open country of Northwestern Minnesota, where there are less flies and mosquitos to annoy the stock and sheep; they should first be run, for a few years, in the timber and brush land in the northeastern part, for sheep are practically immune from these pests. After sheep have been pastured for a few years on this cut-over timber lands, the underbrush will disappear, together with a great majority of the flies and mosquitos.



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**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.

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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."

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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.

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**Pure Northern Wool from Sheep that thrive in the Snow**

## WISCONSIN LEADS IN CHEESE PRODUCTION

THE importance of Wisconsin as a cheese producing state is emphasized by figures compiled from reports made by factories to the Bureau of Markets. During 1919, Wisconsin led all other states in the production of American types of cheese, also Swiss, Brick, and Munster cheese. The total

production of these types amounted to 257,952,275 pounds. New York and Ohio were former leading in the production of Limburger cheese. Ohio was second in the production of Swiss cheese.

With all things equal, why does one man clear five acres in one season, and another only one acre?



**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.

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By Prof. Frank Kleinheinz  
The Noted Sheep Judge and Expert of the  
Wisconsin College of Agriculture, Madison

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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MENOMINEE      MICHIGAN

## Junior Live Stock Show

IN PROMOTING this show, Wisconsin stockmen are putting into the hands of the boys and girls of the state problems for solution that challenge their ability and add untold resources to their training and skill," said Walter L. Houser, president of the Wisconsin Live Stock Breeders' Association, in speaking of the highly educational value of the Junior Live Stock Exposition which is to be held at Madison, Oct. 18, 1920. "This is the way we interest the youth and show them that agriculture—animal husbandry and all expressions of the soil—is an occupation that dignifies those who follow it."

Mr. Houser and the other members of the committee in charge of the exposition are putting forth every effort to make the coming show a record breaker, not only of well fitted calves, pigs, lambs and colts, but also a show of boys and girls who have studied and trained incessantly to know how to fit and show these animals and who are receiving from the experience great educational value and inspiration.

A number of innovations in the line of recreation and entertainment for the exhibitors have been added to the program this year. Prof. George C. Humphrey, chairman of the entertainment committee, reports that a daily conference for singing, business and announcements will be held every morning at 8:30 and that every exhibitor will be called upon to attend these gatherings regularly. In the program of these meetings will be included short talks by veteran Wisconsin stockmen. In the afternoon, after the judging has been concluded, trips will be made through Wisconsin's magnificent capitol, the university buildings and grounds, the United States forest products laboratory and to old historic Camp Randall, where the 'varsity football teams will be in practice. These trips will afford an opportunity for the young people to see what is regarded as America's most beautiful and very best public building, to view the physical plant of one of America's greatest commonwealth institutions, to learn of the work of the United States government in the preservation and utilization of wood and to see close hand, Coaches Richards and Jones, with their squads of pigskin warriors. The schedule of the evening programs will include movies of the various breeds, a stock

sale, as well as fitting demonstrations and a big get-together banquet.

The committee in charge of rooms and boarding is trying to work out a plan which will provide feed and quarters for the boys right on the university grounds. Tents that will accommodate twenty-five to thirty boys and a leader will very likely be provided at a very nominal rate per boy. A large mess tent in which all the boys and girls can be fed at one time, and in short order, is also included in the plans of the management.

The judges for the show have been chosen and are expecting some very difficult work in placing many of the classes as the competition promises to be very keen. Dean J. H. Skinner has been asked to distribute awards among the baby beef exhibits; George C. Humphrey, of the university, will assign the ribbons among the dairy calf displays; J. G. Fuller, also of the university staff, has been asked to judge the pigs, and the lambs and colts will be sifted and the winners picked by Frank Kleinheinz and George Hutton, respectively. Baby beeves will be sold at public auction on Thursday night, and the buyers can count on gaining possession of some very excellent specimens of the various breeds.

More than 300 boys and girls have entered a total of nearly 650 calves, lambs, pigs and colts. The exhibitors hail from seventy-five towns in twenty-eight different counties. Approximately eighty-five baby beeves have been entered, 230 dairy calves, seventy lambs, 200 pigs and ten colts. If the arrays of well fitted exhibits at the county and state fairs are an indication, the show rings in the Junior Live Stock Exposition will be well filled with animals in prime condition, and every one the pride of some youthful, but coming exhibitor.

"It will be a show of extraordinary merit and will rank high among the major events of the year in the live stock world," says Andrew W. Hopkins, Secretary of the Wisconsin Live Stock Breeders' Association. Visitors from all parts of the state have already signified their intention of attending and it is the wish of the committee that every one interested in junior live stock and junior stockmen and stockwomen will feel that they are cordially invited to view the exhibits.

## Most Stock Conditioners Have Little or No Value as Food or Otherwise

EVERY intelligent stockman aims to care for his animals so that they will keep healthy and make the most rapid and profitable gains. This has resulted in a search for and use of "conditioners," "renovators," "tonics," "regulators," "correctors," and "worm killers." Manufacturers have been quick to supply this demand and have widely advertised their particular brands.

"If one relies upon the claims made by unscrupulous manufacturers, he would have no difficulty in finding a panacea or remedy for nearly all diseases," declares Dr. F. B. Hadley, of the veterinary science department of the Wisconsin College of Agriculture. "For example, one much advertised preparation is advised to be used for indigestion, bloat, depraved appetite, impaction, internal parasitism, udder troubles, scours, and various other diseases. As a matter of fact few if any of these concoctions possess the virtues claimed for them.

"Since these products are expensive, have no food value, and have little if any medicinal value, it is certain that the results from their use do not warrant their purchase at any price," says Dr. Hadley. "Although attention has been called to these facts many times, farmers continue to buy stock conditioners at profiteers' prices. Almost every community will be visited this

summer by an agent who has 'dope' of this nature for sale.

"Chemical analysis of several different brands showed them to be composed largely of these ingredients: common salt, baking soda, Glauber's salts, copperas, charcoal, sulphur, ground barks, screenings, and a small amount of powdered drugs. These are all relatively cheap substances, yet sell for many times their cost when mixed and attractively labeled."

For those who wish to prepare at home a bowel corrective and worm preventive for farm animals, Dr. Hadley suggests this formula: common salt 280 parts, dried iron sulphate (pulverized) 16 parts, powdered wood charcoal 12 parts, flowers of sulphur 8 parts. These materials should be thoroughly ground together and placed in a covered box accessible to the animals at all times. Care must be taken to see that the contents of the box do not become wet with rain, as moisture tends to reduce the value.

Now that the automobile orgy seems to be about over perhaps more labor will be available for the farms next year.

Potatoes may have lots of eyes, but they can't see where the market is going.



# With Bridges Burned

(Continued from page 14)

himself and was making known his mission.

Fortunately for Mitchell, Englishmen are not without a sense of humor. The announcement that this young man had come all the way from Chicago, Illinois, U. S. A., to bid on the Krugersdorpf work struck Mr. Peebleby as amusing. Not only was the idea in itself laughable, but also the fact that a mere beardless youth should venture to figure on a contract of such gigantic proportions quite convulsed the Director General, and in consequence he smiled. Then fearing that his dignity had been jeopardized, he announced politely but firmly that the proposition was absurd, and that he had no time to discuss it.

"I've come for that job, and I'm going to take it back with me," Mitchell averred, with equal firmness. "I know more about this class of work than any salesman you have ever here, and I'm going to build you the finest cluster of cyanide tanks you ever saw."

"May I ask where you obtained this comprehensive knowledge of tank construction?" Mr. Peebleby inquired, with some curiosity.

"Sure!" Mitchell ran through a list of jobs with which the Director General could not have been unfamiliar. He mentioned work that caused that gentleman to regard him more respectfully. For a time questions and answers shot back and forth between them.

"I tell you, that is my line," Mitchell declared, at length. "I'll read any blueprints you can offer. I'll answer any queries you can formulate. I'm the accredited representative of a big concern, and I'm entitled to a chance to figure, at least. That courtesy is due me."

"I dare say it is," the other reluctantly agreed. "I'm very busy, but if that is the quickest way to end the discussion I'll give you the prints. I assure you, nevertheless, it is an utter waste of your time and mine." He pushed a button and five minutes later a clerk staggered back into the room with an armful of blueprints that caused Mitchell to gasp.

"The bid must be in Thursday at ten-thirty," Peebleby announced.

"Thursday? Why, good Lord! That's only three days, and there's a drayload of drawings!"

"I told you it was a waste of time. You should have come sooner."

Mitchell ran through the pile and his heart grew sick with dismay. There were drawings of tanks, drawings of substructures and superstructures in every phase of construction—enough of them to daunt a skilled engineer. He realized that he had by no means appreciated the full magnitude of this work, in fact had never figured on a job anything like this one. He could see at least a week's hard, constant labor ahead of him—a week's work to be done in three days. There was no use trying; the time was too short; it was a physical impossibility to formulate an intelligent proposition in such a short length of time. Then to Mitchell's mind came the picture of a wretched, golden-haired girl clinging to the iron fence of the Pennsylvania depot. He gathered the rolls into his arms.

"At ten-thirty, Thursday," said he.

"Ten-thirty, sharp."

"Thank you. I'll have my bid in." His muscles ached and his knees were trembling even before he had reached the street. When he tried to board a bus he was waved away, so he called a cab, piled his blueprints inside of it, and then clambered in on top of them. He realized that he was badly frightened.

To this day the sight of a blueprint gives Louis Mitchell a peculiar nausea and a fluttering sensation about the heart. At three o'clock the next morning he felt his way blindly to his bed and toppled upon it, falling straightway into a slumber during which he passed through monotonous, madden-

ing wastes of blue and white, over which ran serpentine rows of figures.

He was up with the dawn and at his desk again, but by four that afternoon he was too dazed, too exhausted to continue. His eyes were playing him tricks, the room was whirling, his hand was shaking until his fingers staggered drunkenly across the sheets of paper. Ground plans, substructures, superstructures, were jumbled into a frightful tangle. He wanted to yell. Instead he flung the drawings about the room, stamped savagely upon them, then rushed down-stairs and devoured a table d'hote dinner. He washed the meal down with a bottle of red wine, smoked a long cigar, then undressed and went to bed amid the scattered blueprints. He slept like a dead man.

He arose at sun-up, clear-headed, calm. All day he worked like a machine, increasing his speed as the hours flew. He took good care to eat and drink, and, above all, to smoke at regular intervals, but he did not leave his room. By dark he had much of the task behind him; by midnight he began to have hope; toward dawn he saw the end; and when daylight came he collapsed.

He had deciphered the tank and superstructure plans on forty-five sets of blueprints, had formulated a proposition, exclusive of substructure work, basing a price per pound on the American market then ruling, f. o. b. tide-water, New York. He had the proposition in his pocket when he tapped on the ground-glass door of Mr. Peebleby's office at ten-twenty-nine Thursday morning.

The Director General of the great Robinson-Ray Syndicate was genuinely surprised to learn that the young American had completed a bid in so short a time, then requested him, somewhat absent-mindedly, to leave it on his desk where he could look it over at his leisure.

"Just a moment," said his caller. "I'm going to sit down and talk to you again. How long have you been using cyanide tanks, Mr. Peebleby?"

"Ever since they were adopted." Mr. Peebleby was visibly annoyed at this interruption to his morning's work.

"Well, I can give you a lot of information about them."

The Director General raised his brows haughtily. "Ah! Suggestions, amendments, improvements, no doubt."

"Exactly." "In all my experience I never sent out a blueprint which some youthful salesman could not improve upon. Generally the younger the salesman the greater the improvement."

In Mitchell's own parlance he "beat Mr. Peebleby to the punch." "If that's the case, you've got a rotten line of engineers," he frankly announced.

"Indeed! I went over those drawings myself. I flattered myself that they were comprehensive and up-to-date." Mr. Peebleby was annoyed, nevertheless he was visibly interested and curious.

"Well, they're not," the younger man declared, eyeing him boldly. "For instance, you call for cast iron columns in your sub- and superstructures, whereas they're obsolete. We've discarded them. What you save in first cost you eat up, twice over, in freight. Not only that, but their strength is a matter of theory, not of fact. Then, too, in your structural-steel sections your factor of safety is wrongly figured. To get the best results your lower tanks are twenty inches too short and your upper ones nine inches too short. For another thing, you're using a section of beam which is five per cent heavier than your other dimensions call for."

The Director General sat back in his chair, a look of extreme alertness replacing his former expression.

"My word! Is there anything else?" He undertook to speak mockingly, but without complete success.

## DOWN IN TEXAS



Fifteen grass-fed, range-raised Shorthorn steers with the phenomenal weight of 1,475 lbs. made the high record weight and price for the year, at Fort Worth, July 16, \$13 per cwt., an average price of \$192.75. These were range-raised Shorthorn, mind you.

At Chicago the same week an Iowa load of Shorthorn yearlings made the high record, selling at \$17.25 per cwt. They averaged 994 lbs. and sold for \$171.40 per head.

Weight and quality both, you understand.

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

"There is. The layout of your plate-work is all wrong—out of line with modern practice. You should have interchangeable parts in every tank. The floor of your lower section should be convex, instead of flat, to get the runoff. You see, sir, this is my line of business."

"Who is your engineer?" inquired the elder man. "I should like to talk to him."

"You're talking to him now. I'm him—it—them. I'm the party! I told you I knew the game."

There was a brief silence, then Mr. Peebleby inquired, "By the way, who helped you figure those prints?"

"Nobody." "You did that alone, since Monday morning?" The speaker was incredulous.

"I did. I haven't slept much. I'm pretty tired."

There was a new note in Mr. Peebleby's voice when he said: "Jove! I've treated you badly, Mr. Mitchell, but—I wonder if you're too tired to tell my engineers what you told me just now? I should like them to hear you."

"Trot them in." For the first time since leaving this office three days before, Mitchell smiled. He was getting into his stride at last. After all, there seemed to be a chance.

There followed a convention of the draftsmen and engineers of the Robinson-Ray Syndicate before which an

### Willow Row Hampshires

Our flock is one of the oldest and largest of this popular breed in Illinois. Only the very best imported and home-bred rams in service. Write for prices on what you want.

**R. J. MCKEIGHAN & SON**  
Yates City, Illinois

### 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

### CITY VIEW FARMS

are offering high-class  
Shropshire and Hampshire  
Yearling Rams  
Also Rambouillet Ram  
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For Prices Write

**W. G. MILES**  
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### Maple Grove Stock Farm

This flock has been bred up carefully for forty years, and representatives of the flock have shown at the fairs since the first importation in 1880.

**R. J. STONE'S SONS**  
Stonington, Ill.

# 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.

Reference This Bank

Ship Your Carloads of

Potatoes, Rutabagas  
Hay and Farm Produce

TO

## Platten Produce Co.

Green Bay, Wisconsin

Your Personal Gateway Agents.

Ask us for Map and Reasons Why You Should Use  
GREEN BAY, WIS., as Your Market.

### XMAS TREES

We Are Now Contracting for Our 1920 Supply—  
50 Cars Wanted.

Buying or Selling, GREEN BAY Is Your Best Market.

We Are Your Representatives.

USE OUR SERVICE

unknown American youth delivered an address on "Cyanide Tanks. How to Build Them; Where to Buy Them."

It was the old story of a man who had learned his work thoroughly and who loved it. Mitchell typified the theory of specialization; what he knew, he knew completely, and before he had more than begun his talk these men recognized that fact. When he finished, Mr. Peebleby announced that the bids would not be opened that day.

The American had made his first point. He had gained time in which to handle himself, and the Robinson-Ray people had recognized a new factor in the field. When he was again in the Director General's room, the latter said:

"I think I will have you formulate a new bid along the lines you have laid down."

"Very well."

"You understand, our time is up. Can you have it ready by Saturday, three days from now?"

Mitchell laughed. "It's a ten days' job for two men."

"I know, but we can't wait."

"Then give me until Tuesday; I'm used to a twenty-four-hour shift now. Meanwhile I'd like to leave these figures here for your chief draftsman to examine. Of course they are not to be considered binding."

"Isn't that a bit—er—foolish?" inquired Peebleby? "Aren't you leaving a weapon behind you?"

"Yes, but not the sort of a weapon you suspect," thought Mitchell. "This is a boomerang." Aloud, he answered, lightly: "Oh, that's all right. I know I'm among friends."

When his request was granted he made a mental note, "Step number two!"

Again he filled a cab with drawings, again he went back to the Metropole and to maddening columns of new figures—back to the monotony of tasteless meals served at his elbow.

But there were other things besides his own bid to think of now. Mitchell knew he must find what other firms were bidding on the job, and what prices they had bid. The first promised to require some ingenuity, the second was a Titan's task.

Salesmanship, in its highest development, is an exact science. Given the data he desired, Louis Mitchell felt sure he could read the figures sealed up in those other bids to a nicety, but to get that data required much concentrated effort and much time. Time was what he needed above all things; time to refigure these myriad drawings, time to determine when the other bids had gone in, time to learn trade conditions at the competitive plants, time to sleep. There were not sufficient hours in the day for all these things, so he rigidly economized on the least important, sleep. He laid out a program for himself; by night he worked in his room, by day he cruised for information, at odd moments around the dawn he slept. He began to feel the strain before long. Never physically robust, he began to grow blue and drawn about the nostrils. Frequently his food would not stay down. He was forced to drive his lagging spirits with a lash. To accomplish this he had to think often of his girl-wife. Her letters, written daily, were a great help; they were like some God-given cordial that infused fresh blood into his brain, new strength into

his flagging limbs. Without them he could not have held up.

With certain definite objects in view he made daily trips to Threadneedle Street. Invariably he walked into the general offices unannounced; invariably he made a new friend before he came out. Peebleby seemed to like him; in fact asked his opinion on certain forms of structure and voluntarily granted the young man two days of grace. Two days! They were like oxygen to a dying man.

(To be continued)

## Sweet Pea Seed Acreage Is Increased

The total acreage planted to sweet peas for the production of seed this year is estimated by growers and dealers to be about 2,000 acres compared with 1,500 acres in 1919, about 550 acres of which were Spencers and 950 acres Grandifloras, both including mixtures. Because of a decreasing demand for Grandifloras most of the acreage this year is of the Spencer type. A portion of the crop in California was a failure because of lack of moisture during the winter and spring months and the prevalence of aphids during the summer.

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

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

CITY NATIONAL BANK  
of Duluth

# A LITTLE WAYFARER

By ANTOINETTE B. HUNTINGTON

Wausau, Wisconsin

JUST at sunrise one beautiful, clear morning in July, three years ago, there came through the open windows a bird song we had never heard before. It was a deep whistle with a sharply rising inflection "gee! gee! gee!" Perhaps it was a little grating as it continued, but there was a haunting call about the song that made one want to hear it again.

After a few minutes it stopped. The wrens, catbirds, martins, finches and the oriole went on with their morning songs, but the stranger did not sing again.

After breakfast while in the garden a little twitter attracted my attention to the plum tree. At first I could not see any sign of a bird, but after looking carefully and being very quiet, I saw on a branch near the top of the tree a little blue and gray bird that seemed to be trying to keep out of sight by hiding behind the leaves. It did not seem able to fly—just hopped from twig to twig. I wondered if it could be the stranger we heard at sunrise.

The branches of the plum tree spread out to a high wire fence. About fifteen feet from the fence is a bird's bath, always kept filled with fresh, clean water. Every morning catbirds, robins, gold finches, purple finches and the different sparrows come to bathe. The birds have become very much at home in our yard and we see many interesting sights.

The second morning we heard the new song again, and we were sure it came from the plum tree. About the middle of the morning, the maid, who was very much interested in birds, called me to come and see a new bird in the bath. There was the little blue and gray bird from the plum tree. One wing was evidently broken as it seemed to be useless. We waited quietly to see what would happen.

After bathing several minutes the little fellow hopped across the grass to the wire fence, and up he went, making his way from one wire to another until he reached a branch of the plum tree. Then on up the branches he went until he was near the top.

The bird book showed the little

stranger to be a very fine specimen of a male black throated blue warbler.

For two weeks every day about the middle of the forenoon when the other birds were through bathing and again late in the afternoon, the little cripple came to the bath and returned by the same route to his favorite top branch of the plum tree. We tried never to frighten him while in the water, or going to and from his perch in the tree top. Gradually he came to know us and was not afraid.

Slowly the broken wing began to mend and he could fly along the ground from the bath to the fence, but he still climbed the wires to the first branch of the tree.

Every morning he sang at sunrise, and sometimes later, between 6 and 7 o'clock we would hear the call but never through the day. One morning during the third week I heard him singing in the box elder tree on the other side of the yard. The next morning there was no song and he did not come to the bath. We kept watch but no warbler came, nor was he in the tree. The third day I heard the song in the middle of the morning from the box elder tree. It was evidently his good-bye, for he did not sing again and we saw him no more. The wing was well again and he had gone to join his family and friends.

One morning the next summer about mid-August, out of a clear hot sky came the call of our little warbler. No two birds sing alike. I knew this was our little friend returned to see the place where he stayed the year before. He spent the day in the box elder tree but did not use the bath. Then he was gone and we never heard him again.

The notes of the warbler's song are very peculiar and will attract your attention anywhere. Once having learned to know the song you will not forget it.

This warbler had not forgotten the place where he spent those weeks in the old spreading plum tree near the cool, fresh bath in our secluded back yard, and returned to sing for us a bit that hot morning in August, a year after his first visit.

## Turning Stump Roots to the Sun

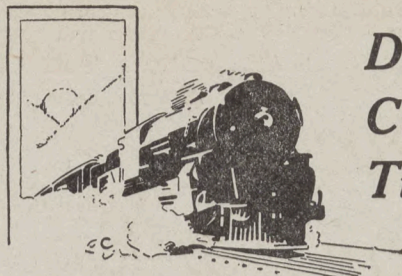
SIX hundred and sixty Marathon county farmers will this fall turn stump roots to the sun with government TNT. Of the 500,000 pounds given to Wisconsin for land clearing purposes, 33,000 pounds were allotted to Marathon county. The distribution was effected through the office of County Agent Swoboda, each town chairman taking charge of his town. Blanks were supplied by the county agent. Farmers were advised to get in touch with their chairmen. That they did their work effectively is proven by the fact that thirty-eight of the forty-one towns of the county came in for a part or all of their allotment. The surplus was given to the more newly settled towns. At prevailing local prices of dynamite the TNT meant a direct cash saving of \$6,000 to the farmers of the county.

Three to four times the amount allotted could easily have been distributed.

Five one-day land clearing schools were held in Marathon county in September under the auspices of County Agent Swoboda, and the department of land clearing, College of Agriculture. Best methods of using dynamite and TNT, the blasting machine, stone and ditch blasting, were demonstrated by John Swenehart, in charge, and his assistants.

Schools were held at Gladon, Sept. 21; Plover, Sept. 22; Galloway, Sept. 23; Knowton, Sept. 24, and Green Valley, Sept. 25.

The farmers worked right with the instructors, and a stump blowing contest was staged at each school, cash prizes amounting to \$10 being awarded at each place.



*During  
Crop-Moving  
Time—*

And all other times—Cloverland bankers seeking to establish business contacts outside of their immediate vicinity should direct their inquiries to a bank with facilities for handling all classes of business. This bank occupies a pre-eminent position in the upper Middle Western and Central States and has direct connections with the leading markets throughout the country.

*Inquiries are invited*

**FIRST WISCONSIN  
NATIONAL BANK  
Milwaukee**

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**I**F you knew a man who would never get ill, take vacations, or die; who was financially responsible, absolutely honest and impartial; capable and willing to assume the duty—

You would pick him out as the ideal executor of your estate. Of course, there's no such person.

### *But There's an Organization*

that measures up to every one of these qualifications—that absolutely fills the bill.

And that organization is this institution.



*The Superior  
Trust Company  
Hancock Michigan*

## **AMERICAN EXCHANGE NATIONAL BANK OF DULUTH, MINNESOTA**

*Checking Accounts  
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*Foreign Exchange  
Safe Deposit Boxes  
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**Total Resources, December 31st, 1919 . . . . . Over \$20,000,000.00**

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 Bessemer**  
Bessemer, Michigan

Capital, Surplus and Profits, \$150,000.00  
Oldest Bank in Gogebic County

**ESCANABA**

is the leading city in Cloverland  
—  
The leading bank in that city is the  
**Escanaba National Bank**  
Correspondence invited

**The First National Bank of Alger County**  
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Officers: William G. Mather, Pres.; G. Sherman Collins, Vice Pres. and Cashier; John N. Korpela, 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 Dodds, Ewen; A. M. Anderson, Ewen.

**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

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Marquette, Michigan

Over \$2,000,000.00 Resources  
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**Marquette National Bank**  
Marquette, Michigan

Capital and Profits, \$160,000.00  
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We invite correspondence  
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**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

**The Lumbermen's National Bank**  
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One of the Oldest and Strongest Banks in Cloverland  
Officers: Warren S. Carpenter, Pres.; Wm. Webb Harmon, Cashier

**Commercial Bank of Menominee**  
Menominee, Michigan

"The Bank of the People"  
Invites correspondence from prospective settlers. You can bank by mail with us

**Houghton National Bank**  
Houghton, Michigan

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

**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

Functions of a Trust Company and Its Relations to the Public

By J. C. JEFFERY

Secretary, Superior Trust Company, Hancock, Michigan

"NO man liveth to himself," is a statement so old that many of us accept it as a plain fact, but fail to apply it to the working problems of our own lives.

The thrifty, energetic people who make up the population of Cloverland have set themselves a goal toward which they work, the goal of making our communities bigger, better places in which to live.

No individual man can accomplish this, but collectively men may create civilization of the highest type.

Among the institutions which work for the betterment of Cloverland, by offering to its people a service which directly and indirectly makes for better citizenship, may be found the only trust company within its borders, The Superior Trust Company of Hancock, organized in 1902 and having among its officers and directors members of some of the pioneer families of the Copper Country.

The man of moderate means may say: "What have I to do with trust companies or they to do with me, only rich men with large estates have use for a trust company." It is true, the man whose wealth tends to complicate his affairs has been in times past the only one who thought of intrusting his affairs to the care of a trust company, partly because he alone has felt the need of one, but may it not be largely due to the fact that only a meager idea of the functions of such a company has been in our possession?

Let us, therefore, turn our thoughts toward the human side of things which play so large a part in the relation which may exist between a trust company and an individual or family group.

Four of the best known functions of a trust company may give sufficient food for thought.

The Superior Trust company serves as executor of wills, administrator of estates, trustee under wills and guardian of minors, mentally incompetents and others who cannot act for themselves.

The day is passing in which a man who has gathered about him even a small property does not see the wisdom of making a will and as time goes on, he will become convinced that the only safe, sure executor of that will is a trust company whose directorate is always kept at par.

But, you say: "I expect to leave everything I have to my wife and family; why should I appoint a trust company as executor of my will and just what is the difference between an executor and an administrator anyway?"

The very vague idea which most of us have in regard to the use of legal terms is sufficient reason at the outset why a will should be drawn by legal talent and executed by a trust company which has at its command at all times the best legal advice.

Should a man make a will committing the execution of that will to some one person or company that person or company becomes, at his death, his executor.

Should he die without making a will, or appointing an executor if he has made one, the Probate court authorizes some person to manage and distribute the estate and that person is known as the administrator.

Have you never watched a mother build with great care and precision a house of blocks for her baby only to have him at its completion put out his little hand and in an instant demolish her patient work of an hour?

In precisely the same relation is the man or woman who intrusts the accumulation of a life-time to some one who does not understand its administration, and, because of that ignor-

ance, may unintentionally throw away what they have so laboriously built up for the protection of their loved ones.

A man may appoint his wife, a son, or an old-time friend as his executor but they, like himself, are only human and may die before being able to carry out his wishes.

It is true, trust company officers die also but their places are immediately filled by carefully selected men who have been associated with business affairs for years and can more readily take up the duties than the individual who has had no business experience.

Many men, either because they wish to save their wives from worry, or because they believe the women of their family know nothing about business anyway, leave them in entire ignorance of their business affairs and as result, the settlement of an estate becomes more complicated than it might

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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  
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**Citizens National Bank**

Capital and Surplus \$500,000.00

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**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.

have been had they taken them into their confidence.

The proper performance of an executor's duties calls for familiarity with probate practices, for a knowledge of real estate and securities, for systematic records and a safe place to keep them—all this a trust company makes it a business to furnish its clients.

There are many points to consider in making a will; for instance, capital and income are vastly different things. When men and women fail to distinguish between them, trouble arises.

Some people may be safely trusted with the proper use of capital and there are others to whom an income should be left.

Your son or daughter, if they have had experience or possess good business judgment may put capital to proper use; should they lack stability or good management they might soon lose an estate.

Every man must judge for himself whether he wishes to leave capital to his family or the income which capital, rightly invested, will produce.

Capital placed in the hands of a trust company has the advantage of experience which gives an intimate knowledge of investment values, is managed on business principles and not governed by sentiment.

Placed in trust for the person you wish to benefit, it may be invested and the income which it produces provide comfortable living for the recipient.

Let us suppose, for instance, that two farmers possessed of equally valuable lands and similar personal property wish to provide for their families after their death.

For convenience we call them Mr. Right and Mr. Rong. In Right's family there is a wife and three sons; the wife is possessed of some ability but is governed in her judgment by her eldest son who is of a grasping, aggressive disposition. One of the sons is inclined to be a spendthrift and the third son is blind.

The father makes a will in which he provides for his wife in the usual manner prescribed by law.

A certain portion of the estate is given outright to the eldest son and the second son receives a certain sum of money, the balance of his share of the estate to be paid him at periods of five years each.

The blind son is provided for by creating a trust, the income from which is to be paid him monthly.

For the benefit of the little community near which they live, he leaves the income from certain lands, which income is to be divided semi-annually between the church and small library which the village tries to maintain.

He names the Superior Trust Company as his executor, thus relieving his wife of all responsibility and protecting her from any undo influence which the eldest son might have brought to bear upon her in the settlement of their affairs; at the same time leaving his son free to act for himself as to his portion of the estate.

The spendthrift son is protected against himself by having the trust company handle and invest his funds, paying it out to him at stated periods as he grows older and possibly wiser.

The blind son is safe from all schemes which either of his brothers might have worked against him and is made comfortable and happy because he has no worry in regard to his share of the estate.

The community is benefited by having the property kept in repair and in having four happy and contented people remain in the locality beside enjoying the bequest left to the church and library.

Now, in the meantime, what has happened in Mr. Rong's family?

His wife has long since died and he has three daughters and one son remaining at home. One of the daughters is mentally deficient.

The son and eldest daughter are made executors of his will and when he passes away, they attempt to settle up his estate. Neither of them has much knowledge of business affairs but the son attempts to run the farm.

Because of his inexperience he makes some bad investments and the crops not being attended to in a systematic way prove a failure and it becomes necessary to mortgage the farm.

The second daughter, angered because her share of the estate has been tied up and is fast dwindling away, leaves the farm and seeks work in the city.

The care of the home and mentally deficient sister becoming too much for the oldest daughter to handle, the girl is placed in an infirmary.

Things go from bad to worse till the mortgage is foreclosed and the girl at the infirmary becomes a county charge, while the son and daughter seek homes for themselves elsewhere.

Thus a good farm is allowed to degenerate, the community loses three inhabitants who might have made good citizens if properly safeguarded, and the county is put to the expense of caring for the mentally deficient daughter.

"Unusual cases," you say—not at all, these or like cases may be found in any community, and it is here the trust company may function for the benefit and betterment of all concerned.

Property may be left in the care of a trust company which acts as an agent, rentals are collected, taxes paid, loans made with proper security and trusts in general are executed.

The books of a trust company are audited and examined periodically by the state banking department and the affairs of all to whom the trust company renders service are managed in a business-like manner, whereas the individual executor may render irregular reports and his accounts be incorrect.

Being a corporation, a trust company's existence is permanent, the advantage being one policy controls always in the administration of an estate.

The individual executor may die at an unexpected or inopportune time and his successor may have entirely different ideas as to how the property should be managed, and will know little or nothing of the investments as he finds them.

Thus we see that the trust company may become a public servant which, for the same expense to the persons involved, may safeguard the individual or family group and, as we stated in the beginning: "No man liveth to himself," what is good for the individual becomes the common good of all."

England now has women naval architects.

## STATEMENT of CONDITION

SEPTEMBER 8, 1920

### RESOURCES

Loans and Discounts .....	\$52,553,150.37
U. S. and Other Bonds.....	2,953,293.25
Stock in Federal Reserve Bank of Minneapolis .....	180,000.00
Banking House .....	549,000.00
New Banking House Site .....	600,000.00
Customers' Liability on Letters of Credit and Acceptances ....	4,567,234.27
Interest Earned But Not Collected	133,179.07
Overdrafts .....	13,398.48
Redemption Fund and Due from U. S. Treasurer .....	120,815.00
Cash and Due from Banks .....	16,768,946.09

\$78,439,016.53

### LIABILITIES

Capital .....	\$ 4,000,000.00
Surplus .....	2,000,000.00
Undivided Profits .....	1,422,647.33
Interest Collected But Not Earned	385,688.72
Reserved for Taxes .....	250,900.25
Circulation .....	290,000.00
Letters of Credit and Acceptances	4,567,234.27
Bills Payable at Federal Reserve Bank .....	374,000.00
Rediscounts at Federal Reserve Bank .....	13,160,508.31
Deposits .....	51,988,037.65

\$78,439,016.53

## NORTHWESTERN NATIONAL BANK

MINNEAPOLIS, MINNESOTA

## Bank by Mail

WHEN 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.

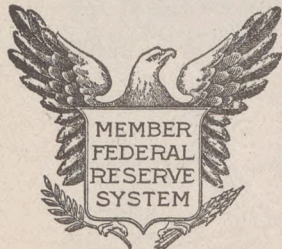
Special attention given and facilities offered to out-of-town patrons.

## First National Bank

MARQUETTE, MICHIGAN

DESIGNATED UNITED STATES DEPOSITARY

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



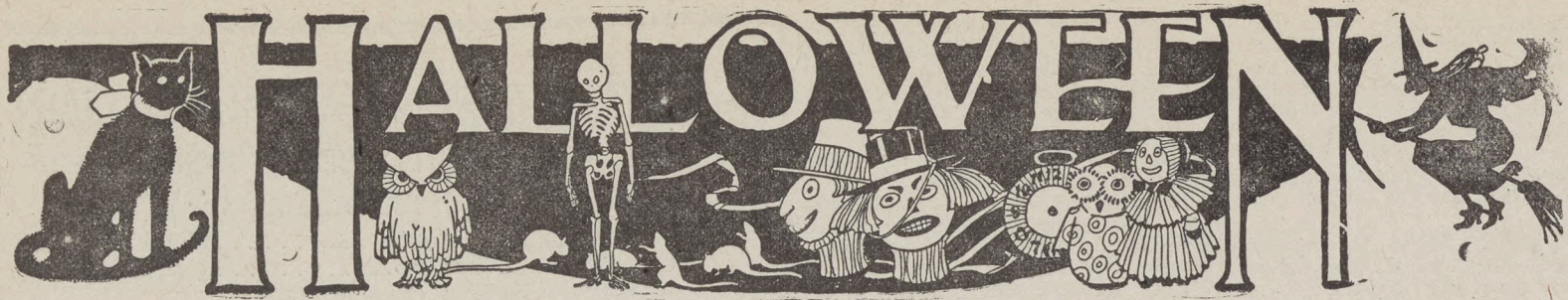
CATTLE and Sheep Men locating in this vicinity will find us both able and willing to assist them.

## SAULT-SAVINGS-BANK

THE BANK FOR YOU

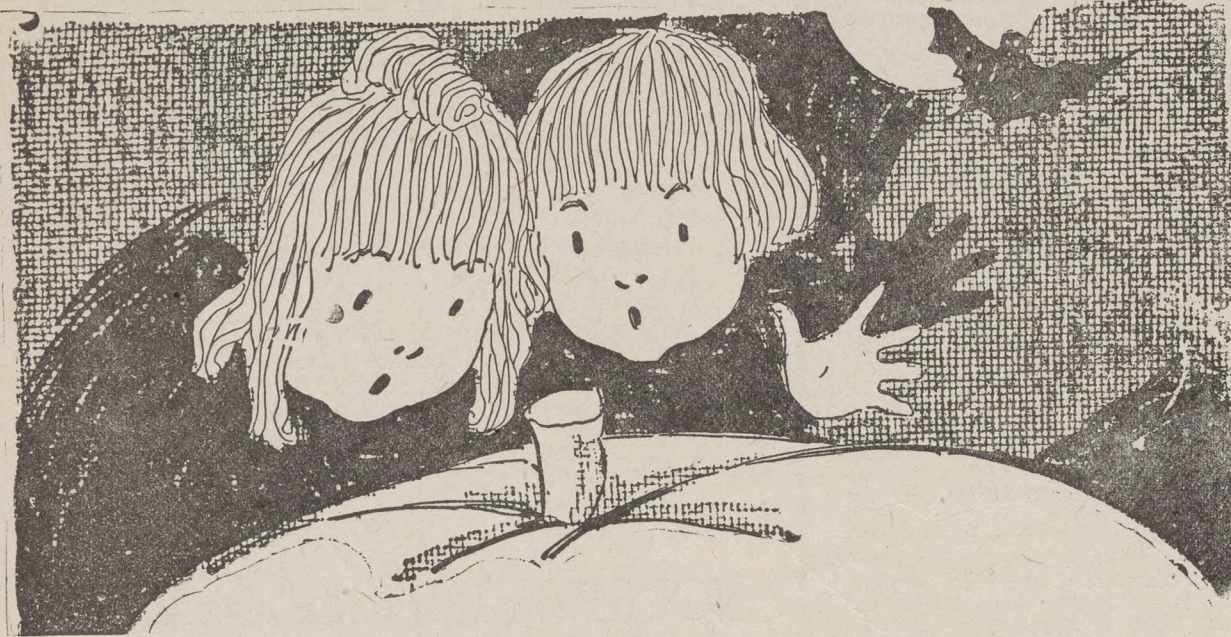
SAULT STE. MARIE, MICH.

# HALLOWEEN



## The Mystic Night of Spooks and Parties

By GRACE SAVEE



**H**ALLOWE'EN, the night of mystery and pranks, the one night of the year when spirits of the dead wander about, together with witches, devils, mischief making elves, sprightly little fairies, gnomes, and in some cases the spirits of living persons have the temporary power to leave their bodies and frolic with the ghostly parade, all combine to make the evening of the last day of October a most delightful event and afford untold opportunities for entertaining.

The origin of Hallowe'en seems to be a matter of guesswork, having for its foundation a classic mythology, Druidic beliefs, and Christian superstitions. The first day of November or thereabouts has been observed as a great autumn festival, a celebration over the harvest of grains, fruits and nuts, for centuries. Practically all European countries observed the occasion with some formality—some with feasting on nuts and fruit, others with gorgeous banquets, but running through all festivities there was always present the spectacular, the mystic, the supernatural. Huge bonfires and parades with flaming torches characterized some of the celebrations, and weird legends were woven from the ash heaps, while omens, good and bad, permeated the very air. There was a certain degree of solemnity intermingled with frolic and feasting, the program was as versatile as the notions of the spooks.

The observance of Hallowe'en in America seems to have been first characterized by pranks and spook parades and then it drifted into veritable rowdyism. In recent years the rowdyism has gradually disappeared, and entertainments, spook parades, masquerades have taken its place, and house decorations typical of the spirit of the evening are now recognized as positively essential. Indeed, Hallowe'en has become perhaps the most popular evening of the year for entertaining, because it offers such a world of diversion, such wonderful opportunities for novelties and decorations, such a galaxy of mirth and fun, such an excellent chance to tax originality in en-

tertainment. And the patron saint of Hallowe'en is "Saint Matrimony."

There are a hundred ways to entertain on Hallowe'en, but remember there are to be no electric lights. Flickering candles, fortune telling and weird ghosts feature the evening. The electric lights may be covered with colored paper, thus casting a dim light on the scene.

At a Hallowe'en party for children it is safe to have candles made from stick candy. Decorate the dining room with candles made from large sticks of candy wrapped in red paper so that the end of the paper resembles the wick. The tiny tots will be delighted when they find out their candles can be eaten. Large red apples can be carved into tiny jack-o'-lanterns and lighted with birthday-cake candles. The walls and table linen can be decorated with black witches, cats and pumpkin faces, cut from black paper. Candle holders can be cut from colored paper and decorated appropriately.

The following games create a lot of fun for both the kiddies and grown-ups.

Hide a ring, thimble and penny in the room. To the one who finds the ring speedy marriage is assured; the thimble denotes a life of single blessedness and the penny promises wealth.

Float a half walnut shell with tiny sail made of a tooth pick and a slip of paper in a tub of water. On the paper each one writes his initials and another's, but telling no one the name. The boats are all launched at the same time and the water agitated to make it wavy. Those whose boats are overturned will not win their lovers and sweethearts, but the owners of the boats that ride the waves will get their hearts' desires.

At one end of a stick eighteen inches long fasten an apple. At the other end fasten a short piece of lighted candle. Suspend the stick from the ceiling by a stout cord fastened in the middle of the stick so that it will balance horizontally. While the stick revolves the players try to catch the apple with their teeth. A prize is placed in the center of the apple.

One of the most hilarious scenes is to place a dozen or so apples in a tub filled with water, and have the guests, old or young, take turns biting at the apples. The player biting the greatest number of apples receives a prize.

Another form of this game is to cut initials in the apples and each player draws two apples. The initials on

these apples are supposed to represent the initials of their future mate's name.

A raisin is strung in the middle of a piece of thread a yard long. Two persons each take an end of the thread in their mouth, and whichever reaches the raisin first by chewing the thread will be first wedded.

Suspend a barrel hoop horizontally from the ceiling on which are fastened at regular intervals apples, candies, cakes and candle-ends. The players gather in a circle and as the hoop revolves each tries to bite one of the edibles. The one who seizes the candle pays forfeit.

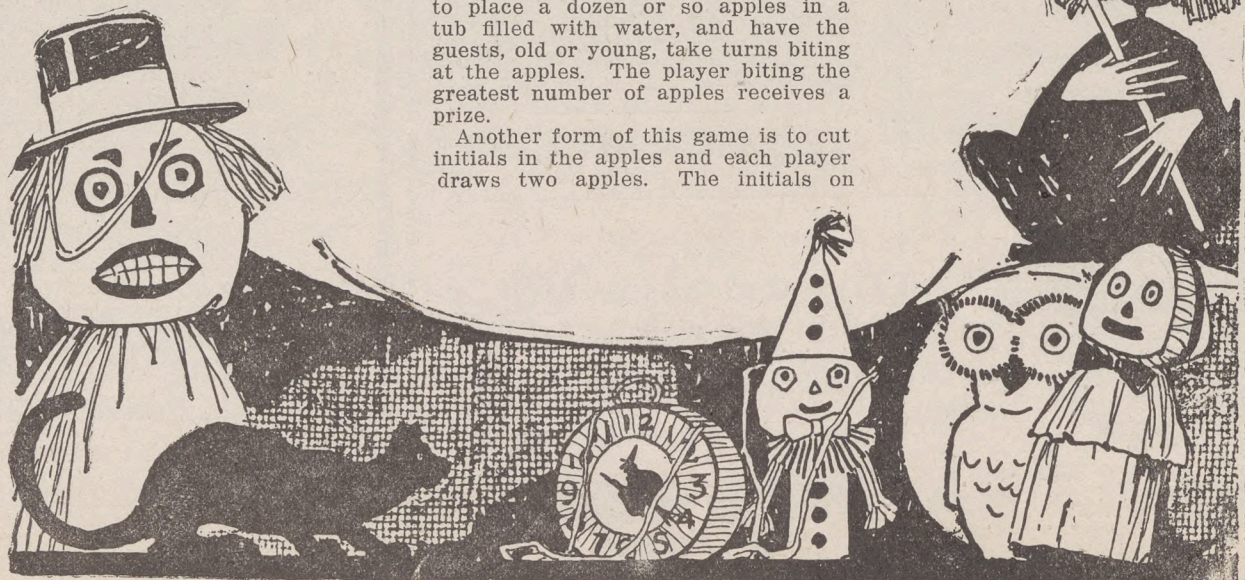
Tie a wedding ring or key to a silk thread or horse hair and hold it suspended within a glass. Then say the alphabet slowly. Whenever the ring strikes the glass begin over again and in this way spell the name of future mate.

A clever way of securing luncheon partners is to cut open English walnuts and remove the meat. Place inside one bean, pea, raisin or some other similar thing, and tie the two half shells together with ribbon. Make the contents of two walnuts just alike and keep the walnuts apart, placing one in one dish and the other in another dish. When luncheon time comes pass one dish to the men and the other dish to the women, and the man and woman whose walnuts have similar contents are supper partners.

There are so many different ways of entertaining for Hallowe'en that one is at a loss which party to choose, but one of the very best I ever heard of was an evening spent at a phantom party where spooks held sway. This is the way it was described:

"The invitations that were sent out were cut in the shape of a ghost from white cardboard and on the back was written:

(Continued on page 30)



# New Lingerie and Robes



fastened with ribbons or held in place by a soft belt. Messaline ribbon or velvet makes a very pretty belt, while a soft white kid belt is appropriate. Little sacques made of taffeta silk in delicate shades, trimmed with fascinating little pinked quillings of taffeta are very pretty when worn with a pink or white taffeta princess slip. This sacque may be held to the figure by a belt of same material or one of the above mentioned belts.

Fine batiste, muslin or linen make dainty undergarments, and these are usually trimmed with Val. lace and a touch of hand embroidery in the more delicate shades, such as lavender, pink, blue or peach color. The simpler the undergarment the more attractive it is.

Princess slips made on straight lines and drawn upon a casing, like the one illustrated, are very practical for general wear. The chemise as illustrated, having the straight edge, permits the use of lace or embroidered flouncing. The step-in garment is easily made

and does away with the bother of fasteners of any kind. As for trimming, either tucking or a dainty spray of French knots is very pretty, combined with a

lace edge.

Lounging robes are extremely useful and no girl or woman should be without one. These robes may be long or short, in jacket or dress form, but must always be dainty and restful. Velvet corduroy in rose or copenhagen blue combined with satin ribbon makes a very pretty robe, while the more sheer robes are beautiful when made of albatross, satin or crepe de chine. These latter are prettily trimmed with quillings of the same material or when braided with soutache. The blanket robes are also very desirable and are much more inexpensive than the above described robes. They require very little trimming besides the necessary waist cord and frog fasteners.

The corset of today that is being worn is low of bust, broad of waist and in many cases front laced. Our modern idea today of the corset is something that will soften and hold the lines of the figure but still loose enough to allow one to retain a natural poise and to improve the contour of the figure as well as providing comfort. Much care should be exercised in selecting one's corset, and the young girl who desires to be corseted with ease and to mould her figure properly will find that her particular needs have to be carefully met by scientific methods. Many stout women prefer the back lace, while the more slender woman prefers the front lace corset. The corset of elastic with coutil front is very suitable for medium figures.

If the figure has a large bust, a brassier is worn and the bust held in. The brassier must be at least two sizes smaller than the bust measure to accomplish this. The present fashion decreases the long under line to the figure.

**B**EAUTIFUL lingerie is the hope and dream of every girl and woman. One can go and have a feeling of comfort when she possesses these pretty undergarments, for she is well dressed.

Most any girl can own these much-coveted things by exerting a little patience and thought in selecting materials and making them up herself. Silk and satin, of course, are the loveliest materials imaginable for envelope chemises, pajamas, princess slips and lounging robes.

Inserts of georgette crepe, lace and chiffon are dainty trimmings. These combined with satin make beautiful camisoles and chemises. For a touch of color add a little embroidery in contrasting colors or rosebuds, which are easily made of bits of left-over chiffon or ribbon. This gives a soft, delicate touch to the garment. Rosebuds made of chiffon or ribbon which has lost its color may be daintily tinted with water colors.

Silk mull is not as expensive as the satin or crepe de chine, but is just as attractive. The pastel shades of mull make excellent summer lounging robes and pajamas, while for cooler days the eiderdown robe trimmed with bands of taffeta, satin or fur will protect one from cold draughts.

Always practical and always popular is the large figured kimono, which is closely related to the coat dress for morning wear. The skirt of this may be of satin, crepe or cotton, quite plainly cut. One who is fortunate enough to possess a satin or taffeta princess slip may use same as skirt. The jacket is made on box lines of either the same material or a flowered design. The front of the jacket is either lapped and



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The Marinette Store  
Whose Perfect Service by Mail  
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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.

The cost  
is small  
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is great



Those who feel  
ill results from tea or  
coffee drinking soon  
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Its pleasing flavor, ease of  
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Sold in 50 and 100 cup tins.  
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IRONWOOD, MICH. WATERLOO, WIS.

# HALLOWEEN

(Continued from page 28)

Spooks will walk,  
Spooks will talk,  
All on Hallowe'en.  
So come and ask them questions,  
And learn your fate to be,  
Just be a spook for one night  
And share the jollity.

"All came dressed as ghosts,  
witches or goblins and we were met  
at the front door by a huge white  
ghost with fiery eyes and a large wand  
in hand.

"Ghosts were seen moving around  
the yard here and there and jack-o'-  
lanterns made from large pumpkins  
shed the only light on the scene.

"Just inside we were welcomed by  
the host and hostess, also dressed as  
ghosts, and around on the wall were

huge black cats cut  
from paper, which  
made the room look  
very weird.



"No one spoke a  
word, but we were  
welcomed in pantom-  
ime, and someone  
pinned a name on  
our backs and sent  
us to a large living  
room. Here a fire  
was burning in a fire-  
place and ghosts  
were sitting on cush-  
ions or walking  
about looking into  
each other's faces.  
On a table were a  
number of black  
cards with tiny  
ghosts and cats pasted  
around the edges  
as borders, and little  
white pencils attached.  
On these cards  
were names of fa-  
mous people—George  
Washington, Queen  
Elizabeth, Capt. John  
Smith, etc., corre-  
sponding with the  
names pinned on the

backs of the ghosts. We were to guess  
as best we could the person hidden un-  
der the ghost garb and place the real  
name underneath the name pinned to  
his back.

"After a few moments the usual  
prize was offered to the ghost who  
had succeeded in guessing correctly  
the most names, a tiny box covered  
with black cats and witches filled with  
candy.

"Now the guests were asked to find  
their partners for the evening who  
would share their fortune for the  
hours to come. A line was strung  
across the room onto which tiny white  
cardboard ghosts were pinned, each  
with a name on the back, using the  
same names as those chosen for the  
men. The girls were blindfolded and  
asked to pick a ghost from the line.  
They still had their names pinned on  
their backs. In this way the partners  
were well mixed.

"Little black paper books were  
given to each couple, two pages to a  
book, on which were printed words in  
white ink with spaces to fill in as each  
fortune was told.

"Three bowls were set upon a table  
and in one there were beans,  
in another corn and in another  
small pebbles. Each guest  
was blindfolded and asked to  
put his hand in one of the  
bowls. If he placed it in the  
beans he would make just  
enough money to live on, if in  
the corn he would have  
wealth, but if in the pebbles  
he would have to scratch for  
a living.

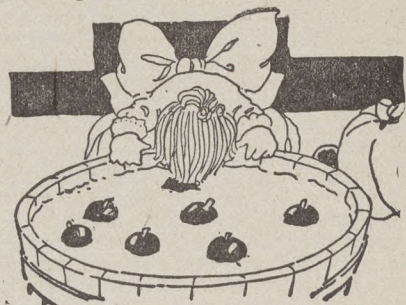
"The number of children  
each was to have was told  
with the use of beans. Each  
guest was given a silver knife  
and twelve beans and told to  
walk across a room and place  
the beans in another bowl.  
The number of beans left de-

noted the number of children they  
would have.

"To tell the age to which the guests  
would live a large circle with an ar-  
row in the center and single numbers  
around the edge was used. Each  
whirled in turn, first a boy and then  
the girl, and the two numbers put to-  
gether telling the age.

"In order to know how one's future  
partner would look small envelopes  
were hidden about the rooms in which  
two colored paper dolls were hidden—  
one a girl and one a boy. These had  
been cut from magazines and colored  
with crayons. This made no end of  
fun.

"There were many games played  
during the evening, all very appropri-  
ate for Hallowe'en, the witches danced  
and told fortunes in their huts of corn  
stalks, and then the spooks all started  
in a single file to follow the hostess.  
We were led out into the yard and into  
a darkened shed where we felt  
squashy soft things under our feet.  
Then a horn sounded in the darkness,  
and an icy wind blew across our face  
and long white arms with icy hands



touched our cheeks. We were led  
from the barn to the house and still  
these things followed us amidst  
shrieks and yells from all.

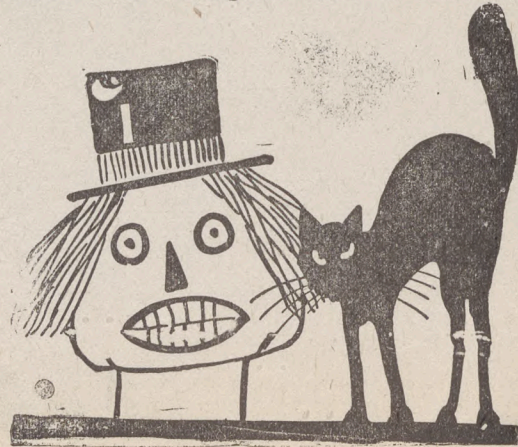
"As we were all pretty well tired  
after this our hostess announced re-  
freshments.

"Armed with candles and lights  
dimmed we marched slowly and in  
single file to the dining room, while a  
Victrola ground out a most appropri-  
ate funeral march. We were served  
sandwiches, pumpkin pie, popcorn,  
marguerites, apples, popcorn and nut  
bars and sweet cider to drink. A  
shingle was used for a tray and paper  
plates instead of the ordinary china  
plates, with paper napkins with black  
cats and ghosts pictured on them.  
These all added to the fun of the eve-  
ning and we all left saying it was the  
best Hallowe'en party we had ever  
had."

Following are some excellent and  
appropriate dishes for the luncheon:

A most attractive Hallowe'en salad  
is made by scooping out the centers of  
large green or red apples and carving  
jack-o'-lantern faces on the side. Mix  
one-fourth cup of chopped raisins, one-  
fourth cup chopped nuts, two table-  
spoons of grape jelly and one small  
cream cheese. Add the chopped apple  
removed from the center, and any de-  
sired salad dressing and serve on any  
green leaf.

A black-ghost salad is made by





stewing large prunes until plump but not too soft. Remove the pits and fill with cream cheese. Arrange these on plates in the form of men or animals, holding the parts together with tooth-



picks. Pieces of nuts may be used for the features.

In making sandwiches cut a face in the upper slice of bread, using pimento for the mouth and nose and olives for the eyes. These are very attractive.

The following menus are very suitable for children and adults:

- Olive and nut sandwiches. Cider or cocoa
- Fancy baked apples.
- Peanut butter sandwiches. Coffee or cocoa
- Ice cream and cake.
- Jack-o'-lantern sandwiches. Sweet cider
- Pumpkin pie with whipped cream
- Black ghost salad
- Brown Bread-Cream
- Cheese sandwiches. Cider or coffee
- Combination vegetable salad
- Baked Apples. Doughnuts

A large pumpkin scooped out and cut so as to form a handle on each side, rubbed outside until polished and filled with fruit makes a very attractive center piece.

## The Ten Principal Stitches in Sewing Lesson II for Little Girls

"ARE you ready, mother, to help now?" asked the little girl. "I have my needle all ready from the last lesson."

"Oh! But such a long thread," said mother. "Supposing right here we learn to measure our thread. Take the end of the thread in the right hand and the spool in the left. Extend the right arm straight out and with the left hand measure the thread from the right hand to the chin. This is the length of thread to be used in threading the needle."

"Now, let us take a skein of pretty blue D. M. C. cotton. Clip it open at both ends and we have all the thread we need and all of them the same length."

"Let us find the piece of canvas that we put in the sewing basket and now we are ready to begin. We use the canvas for beginners as the thread is drawn back and forth through the loose weave much easier and gives you a chance to see the stitches."

"Put the needle through a hole in the canvas, point downward, pushing the needle toward the left under two threads of the canvas, and then pull the needle through. Now, we will do this again: Over two threads, under two threads, pull through. Finish the row across. Fasten the thread by taking two stitches over each other in the same holes at the end. Then cut off the thread."

"We call this even basting because the stitches are of the same length, and we leave the knot and the thread on the right side because even basting is used only to hold the material in place until it is sewed. In this way the threads may be easily pulled out after the material is sewed."

"The second stitch is uneven basting. We commence as in even basting. Point the needle downward and bring it up through the next hole. That is, under one thread, over three, and so on to the end of the rows. Finish as in even basting."

This stitch is sometimes used more than even basting, so we must know how to do both.

"Our third stitch is called the running stitch. From the under side of the canvas point the needle upward, bringing the knot on the wrong side. Then point the needle downward through the next hole and pull through. Repeat this, until the row is finished, by taking several in-and-out stitches on the needle and then pulling through. Then turn to the wrong side of the canvas and fasten the thread by taking three stitches in the same hole. This is the in-and-out-the-windows stitch."

"We have now discovered that the thimble must be placed on the third finger, as it hurts to push the needle through without it."

"Our next stitch is back stitching. Enter the needle into the canvas just as in the running stitch. Take one running stitch, bringing the needle out on the right side. Point the needle downward through the hole to the right of the one where the cotton

came out. Push the needle under two threads, and pull through. Repeat this to the end of the row. Fasten as in the running stitch."

"These stitches will have to be done over several times before you can get them right, but practice makes perfect and this is how we learn to sew."

"Let us continue on with one more stitch for this lesson, called the half-back stitch. Commence as in the running stitch, putting the needle under two threads, then up through the canvas, downward through the first hole to the right of that from which the cotton hangs, and then under three threads. Now pull through, and repeat this to the end of the row. Fasten as in the running stitch."

"This really seems like a waste of time," I hear the little girl say, but half-back stitching and back-stitching are both very strong stitches. I can remember when we stitched all seams by hand just this way. We never knew what a sewing machine was years ago. I believe these are enough stitches for one lesson, and hope you will practice on these so as to be able to go right ahead next month with the rest of the lesson."

### Navajos Make Blankets

THERE is likely to be an inundation of Navajo blankets this winter, according to Governor Campbell, of Arizona, who returned recently from his tour, which included a part of the Navajo reservation. For several years, or almost ever since the price of wool went up, the Indians have almost abandoned the ancient art of blanket weaving. There was much more profit in selling the wool than putting it into blankets and besides it was much easier.

But now the bottom has dropped out of the wool market and the wool of the Navajos is moving slowly, if at all, at ten cents a pound. At Tuba City the governor was told by John Kerley, a trader, that he had 150,000 pounds of wool that he had bought from the Indians and expected to lose \$10,000 on it.

Three pounds of Navajo wool as it comes from the sheep will wash out about one pound of pure wool. When this wool, at the present price would stand the Indian at thirty cents, when woven into a blanket would bring him \$1 a pound. Therefore the trader told the governor, the Indians were bringing out the looms that they laid aside years ago when they turned the Navajo blanket industry to eastern manufacturers and many of them are already holding half-completed blankets.

A pretty finish for the edges of a breakfast coat is to bind them, and the binding can be of the same or some contrasting material and color.

Plaids and checks and a few attractive mixtures give variety to the fabric line-up.

## There are Buying Grocers and Selling Grocers—

The "buying" grocer stocks up with anything that comes along.

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You will find the buying grocer with a museum of baking powders on hand, while the selling grocer is wiring for more Royal.

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## Chocolates

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 Paramount Quality  
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### Home-made Fireless Cooker, \$2.00

MRS. A. A. Wilson of Janesville, Minn., has tried out the fireless cooker and likes it. "I cook oatmeal in it often," she writes. "I heat the stone about twenty-five minutes and then place the oatmeal and the stone in the cooker. The oatmeal is perfectly cooked in the morning. I baked beans and fried chicken. I placed these in the cooker about 8 a. m. and they were thoroughly cooked for dinner."

Home convenience classes, conducted by the women's department of the Waseca County Farm Bureau, have been considering the home-made fireless cooker and the uses to which it can be put.

According to Adele Koch, of Minnesota University Farm, assistant state leader of home demonstration agents, the makings of this cooker are a large pail, preferably a 100-pound lard pail, and a well for the cooking utensils. The well should be about six inches smaller in diameter than the outer container or lard pail. Sheet asbestos should be fastened around the well and the bottom. The space between the well and the pail should be packed solidly with crumpled paper, sawdust, excelsior, ground cork or steel wool and there should be at least three inches of packing under the bottom of the well. A tin lid to cover the well, a soap stone to place in it as a heater, a stuffed pillow to fit over it, and your fireless cooker is finished at a cost of less than \$2.00.

To keep ham and bacon from molding, after having sliced off a part of it, rub lard over the exposed surface. The mold then forms on the lard instead of the ham and is easily removed.

It is not unusual to find a pure bred cow, or a good grade, that gives more milk than a whole herd of scrubs.

When making peach shortcake, butter the biscuit dough well before spreading with peaches.

# WHAT SHALL WE SERVE FOR BREAKFAST?

NOW that the days are growing colder and the body requires more warmth, the question arises in the household as to what shall be served for breakfast. The working man must have more substantial foods than the child who goes to school.

Breakfast, perhaps, is the most difficult meal to plan at present high prices, but between the old-fashioned hearty breakfast on the farm and the coffee and rolls of the slender modern meal, there are many golden meals possible if planned before hand.

For those whose days are busy it is necessary to start the day with a good, nourishing meal. This does not mean that the stomach should be overloaded. We must have just enough to prevent feeling faint in the middle of the morning. Many a man and woman has become exhausted in the middle of the forenoon trying to work without proper nourishment to start the day.

How many mothers hear the child say upon coming in for the noon meal, "Oh, I have a headache and don't feel hungry." But after eating, how much better they feel. Then, too, there is danger when the child is over-hungry. The food is eaten so fast that gas forms, causing indigestion.

Our bodies need to be built up on a cold, frosty morning the same as a coal fire in the furnace. No fuel, no heat.

Meats being so expensive, very few of us can afford them every morning, so we must use eggs and griddle cakes in their place. Where eggs can be served very regularly, there are various combinations which are excellent and do not require one egg for each person.

few minutes before taken from the stove, make a nice change and add nourishment to the food. Washed figs or stewed prunes may be used in the same manner.

If hominy, wheat preparations or corn meal are selected for breakfast, cook more than is needed for one meal. Mix with the portion that is left over a few bits of minced ham, sausage or bacon. Put this in a baking powder can to cool. Next morning slice it in half inch slices, dip in flour and brown in fat. Serve very hot with or without a syrup.

Have you ever tried ham balls? They are made like fish balls, using about half as much minced ham as you would salt fish. Sausage may be used instead of ham.

Then we have the ham and egg combination from left-over pieces of boiled ham. Grind the ham and heat in its own fat in a spider. Drop in three or four eggs and season with pepper and salt and serve hot. A little minced onion may be added to this if one cares for the flavor in the morning. Very few people care for tomato sauce in the morning, but just try creole tomato scramble some time, and you will like it. Cut up three or four tomatoes and cook with a minced onion, salt and one teaspoonful of sugar. Cook about twenty minutes or until tender and rather thick. Break in three eggs, add one-half teaspoonful of salt and one tablespoonful of butter. Stir slightly until the eggs are set. Serve on hot buttered toast. In this way three eggs will serve four people, allowing a half slice of toast to a person.

Many different kinds of gems or Johnny cake is very good in the morning. Make nice corn cakes enough for two mornings, using one batch for the second day and baking it in a pan. When wanted, split, toast to a rich brown and butter well. The moment before serving lay it in a hot, deep platter and pour over it hot milk, marmalade or apple sauce. This makes a delicious breakfast dish.

Griddle cakes to which rice, hominy or bread crumbs are added are always very good and if well made and quickly and thoroughly cooked are light and digestible. Corn meal griddle cakes are seldom seen, but if once tried will often be used. Beat one egg well, add one-half teaspoon of salt, a tablespoon of sugar, a cupful of milk, a tablespoon of shortening, and corn meal and flour in equal quantities—about one cupful of each—and two teaspoons of baking powder and one-half teaspoon of soda, sifted with the flour.

Rice fritters will be enjoyed on a cool, frosty morning if one cares for fried things. Take two cupfuls of soft boiled rice, one pint of sour milk in which is dissolved one teaspoonful of soda, one-half teaspoonful of salt, one-half cupful of sugar, one or two eggs well beaten, a good teaspoon of shortening and flour enough to make a stiff batter. Fry in deep fat and serve with a syrup or marmalade.

At this time of the year care should be taken to have a supply of green vegetables and fruit in the daily diet. Avoid an excess of protein foods.





# 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."

# Reclaiming Cut-over Country by Colonization

By L. D. TUCKER, Upper Peninsula Development Bureau, Marquette, Mich.

THE evolution of a single plan for the colonization and settlement of 5,000,000 or more acres of idle, agricultural land may be justly considered a mammoth project—and that is probably the reason why the decision of one or two of Upper Michigan's biggest lumbermen-landowners to establish a systematic plan of colonization upon their holdings is considered, today, one of the greatest features which has ever occurred in the history of that region's agricultural development.

The present move is the out-growth of a decade or more of effort on the part of Upper Michigan's land owners toward the successful utilization of the vast acreage of idle, cut-over lands resulting from the years of active lumbering operations in that region. From a patch or two of stumped lands, here and there, to an ever-increasing chain of open areas, many comprising as much as 50,000 acres and more, the Upper Peninsula of Michigan—as well as other sections in Northern Wisconsin and Minnesota, have struggled with the great problem for years. There are now over 8,000,000 acres of cut-over land in Upper Michigan, at least 5,000,000

of which are particularly adapted to agriculture. A number of possible solutions have been offered, some tried—and failed, a few still operating and others pending. There has been grazing.

An extensive and expensive advertising campaign has brought some 50,000 head of sheep and 6,000 of cattle into Upper Michigan during the past three years. It has barely scratched the surface. More are on the way, but the highest estimate for the next two or three years would offer but slight improvement, and surely only partial solution to the situation.

And the landowners were still groping around, blindly grasping for almost any proposition which looked like a reasonable way out, when, early last spring, A. L. Mordt, general manager of Home Lands, Incorporated, a colonization concern which has been operating successfully in Northern Wisconsin for the past two years, invaded the region on his first tour of inspection. He looked over the territory, discounted the good from the bad, and decided that there was ample opportunity in Upper Michigan for the successful development of his plan of colonization.

The next step was logical enough. Mr. Mordt sought out the landowners—lumbermen for the most part—and laid his plan before them. He submitted a plan which, he claimed, would convert the vast areas of idle lands into thriving, successful farming communities. But the first trip netted little or no results, as far as actual contracts were concerned. However, he had given them something to think about.

A letter from one of Upper Michigan's biggest landowners, requesting further information, brought Mr. Mordt into Upper Michigan a second time. Once more he made the rounds, and he found that, in the meantime, his clients had been doing some thinking. In fact, he found several who were not only eager to listen, but who needed but the slightest urge to "push them over." And Mordt added the "slightest urge."

And now his third, and present trip, to Upper Michigan finds Mr. Mordt preparing a large tract of land in this region for an influx of settlers next spring.

In other words, Dr. G. W. Earle, president of the Wisconsin Land Com-

pany, of Hermansville, Upper Michigan, has invited Mr. Mordt to take hold of a large portion of the company's lands and set his plan into motion. Authoritative rumor also has it that the J. W. Wells Lumber Company, of Menominee County, is considering the same move for the utilization of its thousands of idle acres, or such of that land as may be adapted to agriculture.

Officials of the land department of the Cleveland Cliffs Iron Company, probably the largest landowners in Upper Michigan, have notified Mr. Mordt that they will doubtless send a representative into Wisconsin, in the near future, to investigate the results achieved there, preparatory to establishing a similar system on some of their properties, and again we learn that the largest land concern in Alger County is seriously considering turning over a huge tract of land to Mr. Mordt, as a starter.

Thus, it is significant that there is an increasing tendency upon the part of the bigger land-owning interests of Upper Michigan to utilize, with at least partially-assured success, the vast acreage of idle lands which has

## What Is the Most Valuable Asset to a Community?



The picture to the left shows cut-over land where clover has been self-seeded in patches cleared of growth and underbrush by forest fires. The picture to the right shows reclaimed cut-over land and a magnificent crop of potatoes given up by the virgin soil and marvelous fertilization of clover.



## 250,000 Acres

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in Tracts to suit  
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Cloverland — the  
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of Michigan.

Prices:

**\$5 to \$15**  
per Acre

Terms are reasonable

Write me for definite quotations, maps, etc.

**J. M. LONGYEAR**  
MARQUETTE, MICHIGAN



*The Beginning of a Farm Home, Something for a Man and His Family,  
and Something for the Community.*

been such a serious detriment to the country for the past decade.

For the present the work of Mr. Mordt in Upper Michigan will be preparatory. The first step in carrying out the plan is the work now being done by Messrs. Charles J. Vogt and Raymond Leigh, the first an expert appraiser of lands and the latter a land-looker. The two are preparing a soil map, and appraising the land, not according to the dictates of the owner, but to its actual value from the standpoint of productivity—a distinct feature of the Mordt plan. Upon the presentation of the subsequent report to the company owning the lands will depend the final acceptance of the plan.

If that step of the system is completed satisfactorily to the landowner, then will begin the actual working out of the Mordt system of colonization. That is, immediately the appraisal is accepted by the landowner, the division of the tract into farm lots, or sales units, will begin. This accomplished a sales campaign is carried out during the winter and following spring, the first of the settlers arriving in the late spring or early summer.

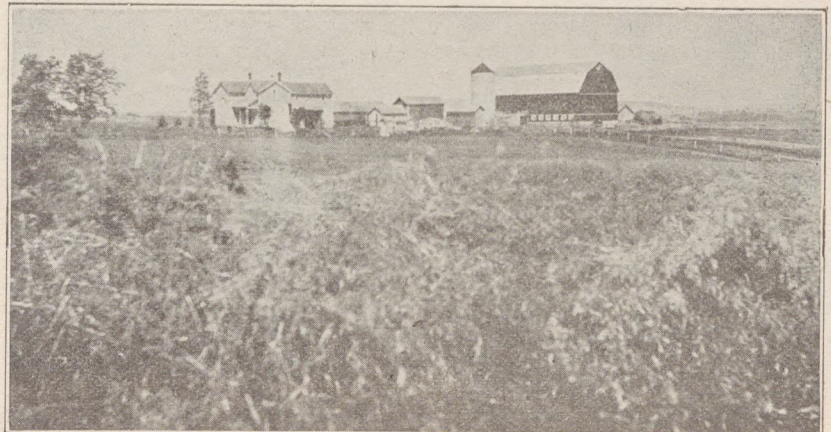
As far as the application of the plan to Upper Michigan is concerned, it is apparently ideal. Where such vast open areas exist, as is the case at present throughout Upper Michigan, it is doubtful whether any better plan could be applied for the immediate utilization of the cut-over areas. The system, moreover, involves a vast amount of detail, providing a thoroughly efficient community organization, with recreation centers, a credit concession for worthy settlers, the services of agricultural agents, and, in other ways, the constant assistance and co-operation of the colonization concern with the settler. Much has been said and written of the success which the plan has achieved in Northern Wisconsin, yet not until now has it ever occurred to Upper Michigan's

landowners that it at least merits a tryout in this region.

In putting the plan into motion the colonization company does not assume right or title to the land in any way. The organization merely acts as an agency to the land owner for the disposition of his holdings and for the encouragement of the rapid development of that land through agriculture. After the initial cash deposit, no further payments are asked for five years, interest, however, accruing during that period. In the meantime, to further encourage the more rapid development of the land and success of the farmer, the colonization company assumes the responsibility and detail of furnishing, on credit if necessary, such equipment as may be vital in the proper conduct of the work. This includes farm machinery, a limited amount of live stock, fencing, seed, team hire, dynamite and other requisites, the cost for the service placed at a minimum and added to the cost price of the land, with the same provisions for payments maintaining.

Thus, with five years in which to turn all profits back into the original investment, and with the co-operation of an organization which is constantly working towards the betterment of conditions within each farmer-community, it is clear that the land thus developed must realize a maximum of productivity in a minimum of time.

Those who have lived in Upper Michigan the greater part of their lives, and are vitally interested in its growth and progress; those who have moved into the region in past years and become attached to its climate, scenery and its possibilities for agricultural and industrial development, and, finally those who, possibly, have "an axe to grind" in the apparent solution of the idle-acreage problem are jubilant over the probability of having, possibly, stumbled upon the right way out, after all.



*The Finale of a Small Beginning on the Cut-over Lands of Cloverland*

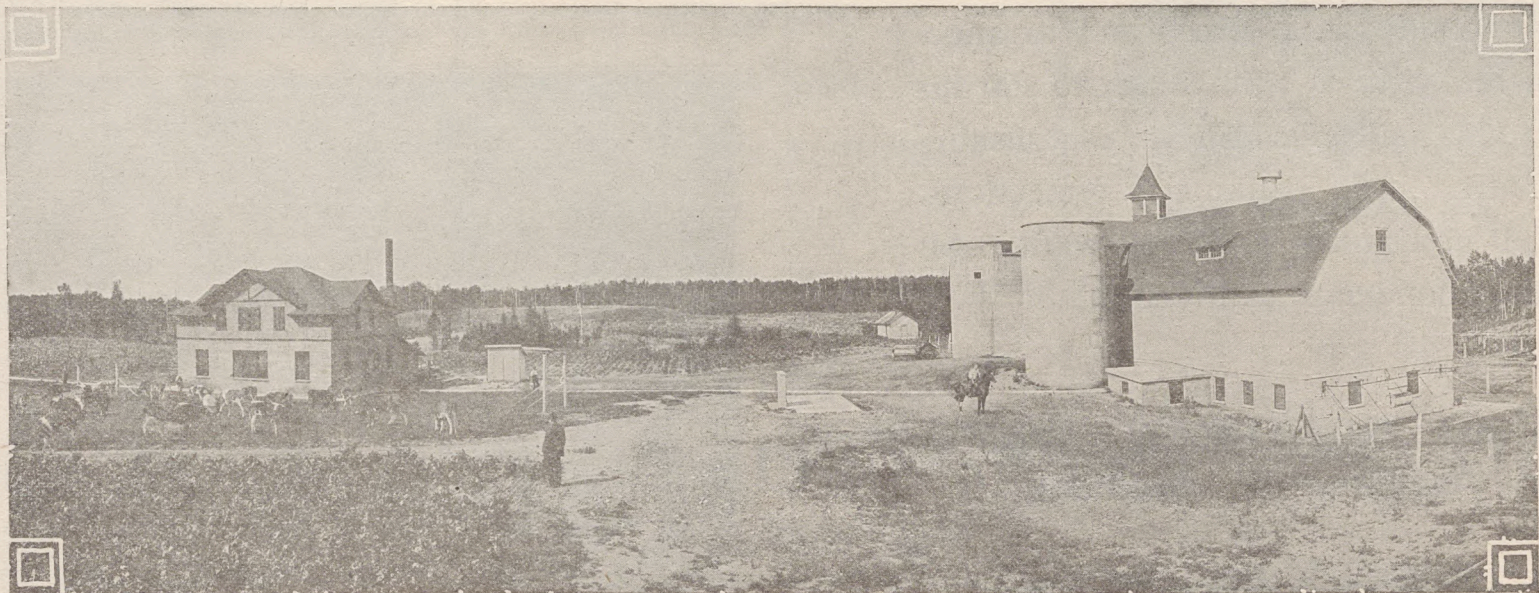


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We are prepared to make you propositions on large or small tracts. Our plan assures you our interest in your success. A letter of inquiry will bring more detail information. Write us.

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## 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.

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



*A Perfect Type of Guernsey Cow, and a World Record Producer*

## BREEDING and FEEDING DAIRY CATTLE

(Continued from page 3)

live weight in butterfat in a year. The majority of ton cows cannot produce more than 40% of their live weight in butterfat in a year. Given every advantage of feed and care, 40% of an animal's weight is not a sufficient production of butterfat.

Another point in which the Guernsey excels all other breeds of dairy cattle is that of quality. Guernsey milk is rich in fat, rich in solids, rich in color and flavor. Over 9,500 yearly records show an average fat percentage of over 5%. Guernsey breeders were first to start an Advanced Registry, to enter which mature cows must produce 360 pounds of fat or more in a year. They have never based a cow's value on a record for a shorter period, for they figure a cow must be fed 52 weeks every year, therefore, any true estimate of her ability must be based on a test covering the same period of time.

Guernsey milk is of higher natural color than that of any other breed and is of better flavor. Some will say, "What does that matter? It all sells." To be sure it does—*now*. But we hear a good deal about over-production in the dairy business. It may be foolish or it may be well founded. Should such an over-production occur, however, who will suffer first?

Now we must remember that the great majority of dairy cattle are grades and will always be grades. That does not mean, however, that they will not be good dairy cattle, and a registered Guernsey bull will be a wise investment for any farmer

who intends to milk cows for a profit. It is a well known fact that the Guernsey bull crosses well with common stock. By crossing well, we mean that the offspring are stamped with the general Guernsey characteristics and are more apt to be a uniform lot than will be obtained by crossing the other dairy breeds on common cows. Uniformly good udders and teats are the rule among Guernsey grades as well as pure-breds. The Guernsey grade commands top prices at every public sale and auction. This shows the esteem in which Guernsey grades are held by the cow-buying public.

The Guernsey bull is the best dispositioned of any bulls of the dairy breeds, and this is not an unimportant consideration. For years on the Island of Guernsey the law has required the immediate slaughter of any bull that showed signs of ugliness. The wisdom of this law is now apparent and the effect on the disposition of Guernsey cattle in general is most marked.

In view of these facts: That the Guernseys have been bred and fed for years along the lines which would tend to make them ideal for Cloverland climate and feed, that they are the right size for economical production, that their milk is the height of quality in fat and solids, highly colored and of fine flavor, that they are of quiet disposition and possess uniformly good udders and teats, that the bulls cross well with common stock, we must conclude that the Guernsey is the ideal cow for the Cloverland farmer.

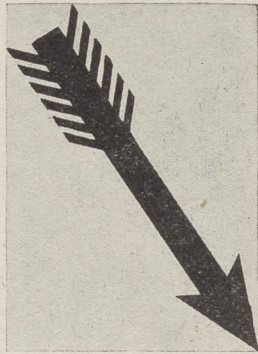


*Six Sons and Daughters of Bida's May King, Bred and Owned by Island Farm, Island, Minnesota.*

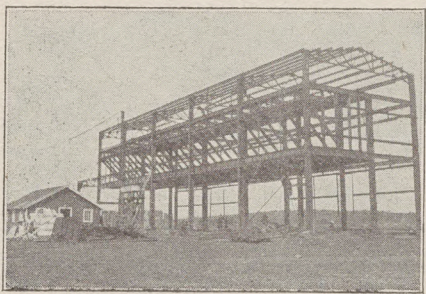
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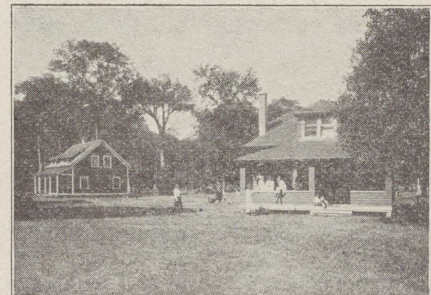
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*These companies were the first to bring cattle to its cut-over lands, and carry on profitable and successful grazing in Cloverland.*

**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.

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MENOMINEE, MICH.

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*J. W. Wells, President*

DUNBAR, WIS.

MENOMINEE, MICH.

## To End Gambling in Wheat

**C**HEAPER bread in the cities and more money for the producers of the wheat that makes that bread are the results which are sought by seventeen agricultural economists who have set themselves to the task of devising new methods of marketing the grain crop of the country, according to the Michigan State Farm Bureau.

This committee selected by the American Farm Bureau Federation is representative of all farm organizations of the great grain producing regions of the country, of the agricultural press, the agricultural colleges, the U. S. Department of Agriculture, and the general public. C. A. Bingham, secretary of the Michigan State Farm Bureau, is one of four representatives of farm bureaus of the country on the committee.

The reasons for this committee and an idea of the tremendous task it is tackling are set forth by the farm bureau as follows:

Few buyers of bread realize the reasons for the price they pay. If bread goes up a cent or two or more a loaf they resentfully ask their baker "why?" "Flour costs more," is the response, and the customer ejaculates "Oh," nine times out of ten and forgets the incident.

But the farmer explains that the cent or two or more increase which doesn't go to him, though he produced the wheat that made the flour for the bread, is due simply to gambling by middle interests or superfluous handling of the grain between the farms and the consumers' tables.

Why there are violent fluctuations in grain prices even after the size of the crop is determined, while uneconomic, is easily explained. It is simply due to gambling by grain brokers prior to the harvest, or in the parlance of the trade "deals in futures."

Deals in futures are buying or selling with delivery of the grain several months distant. Statistics of the Chicago Board of Trade show that millions of bushels more of grain are sold in the course of a year and recorded as transactions there than are actually raised in the country. This endless "washing" or chain of paper deals naturally operates to increase or depreciate the price of the actual commodity.

It is to eliminate this speculation and to substitute a farmers' co-operative sales system that the committee of seventeen was appointed. It is too late to consider even wildly that any of this year's crop will be handled under any plan that may be worked out, and it is doubted by the farm bureau if any plan is evolved that may be put to work next year. It is hoped, however, that by 1922 a new system may be made effective.

It is one of the greatest tasks and

most far-reaching in effect, if successfully done, that ever has been attempted by American farmers. Its tremendousness may be weakly illustrated by the following figures:

U. S. wheat production in 1919 was 940,987,000 bushels with a total value of \$2,024,008,000.

U. S. rye production in 1919 was 88,478,000 bushels with a total value of \$119,041,000.

U. S. oats production in 1919 was 1,248,310,000 bushels with a total value of \$895,603,000.

To illustrate what the size of the job is in the various states, the following figures of Michigan may be pointed out, and Michigan is only an average grain-producing state, not among the largest.

Michigan wheat production in 1919 was 20,237,000 bushels with a total value of \$42,497,000.

Michigan rye production in 1919 was 13,500,000 bushels with a total value of \$17,280,000.

Michigan oats production in 1919 was 36,875,000 bushels with a total value of \$26,181,000.

It is really a man's sized job. But it is not all pioneer effort that must be made. There is a crude foundation. For example in Michigan, the Michigan State Farm Bureau has begun the solving of the problem of the handling of the grain within the state more efficiently and economically. Community elevators are in existence in many towns and villages. This list is being added to by the farm bureau, which has 85,000 members in the state. A central selling agency, or brokerage exchange, is being set up. With this exchange the community associations list their volume of grain, assembled by the farmers of the vicinity. The sale is made by the central organization and shipment is made from the local point of assembly.

Other states are developing grain-handling organizations of a similar character. Some are binding individuals of communities by contracts to market all of their grain through the local associations and in turn through the central organization, which can sell and aims to sell directly to the mills.

It is possible that the plan worked out by the Committee of Seventeen may call for strict contractual relations between the local associations and the individuals, the formation of central state selling agencies in all of the mid-western grain-producing states, and a national regulatory sales agency, supplanting the board of trade. Such an arrangement would give the farmers absolute control of their grain products until they reached the mills to be turned into flour. Speculation would be ended.

## BETTER PRICES FOR BUTTER

**H**IGHER prices for butter will unquestionably result when Wisconsin creameries form co-operative organizations and place a standardized product on the market," says B. H. Hibbard, agricultural economist of the Wisconsin College of Agriculture, in commenting on the present movement among creameries in various sections of the state to seek better prices through co-operative effort.

"Unknown brands of Wisconsin butter or no particular brands which are now placed on the market sell on individual merit and sell under all the uncertain conditions of the market from day to day. If federated creameries would put a uniform grade of butter on the market, make it a definite brand which can become known, they will find that higher prices will surely result.

Butter from centralizers sells well because they put a known brand of butter on the market which has a uniform quality. Such butter is easily sold on the market, and sells readily to retailers and to consumers. Co-operative creamery organizations can do as well. They can also put an agent

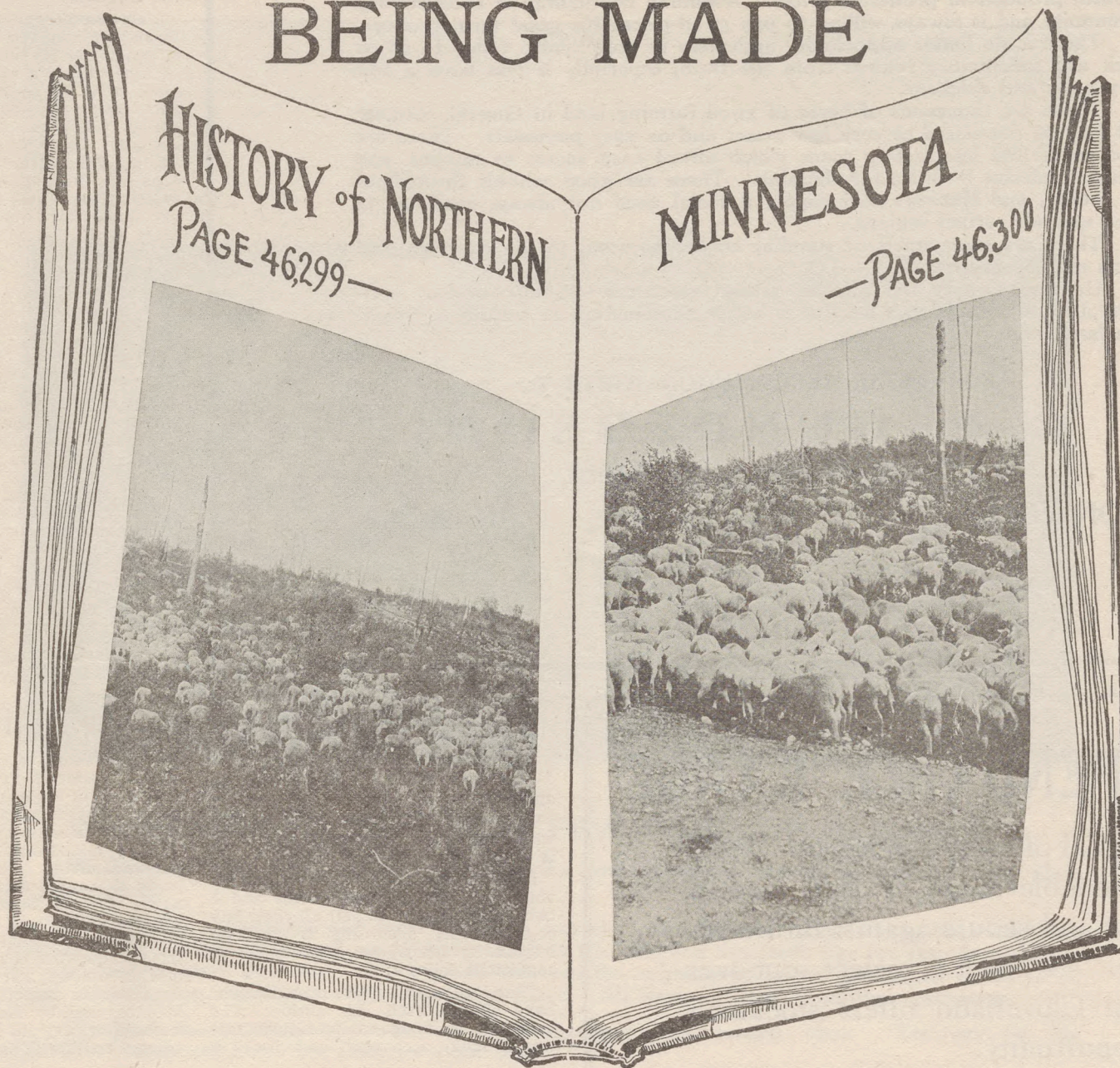
in the field to watch the markets and to look up good markets for their product.

Some districts are contemplating building co-operative storage plants for butter to tide their product over periods of low prices," says Mr. Hibbard. "This is probably an idea worth considering, although the idea has not been tried out much. As long as it could be handled in carload lots the costs would probably not be much greater a pound than it would be in a large establishment. It would be worth while to visit several cold storage plants to find out how large their expenses are before a district makes an attempt to build a plant of their own. It must also be considered whether by this plan middlemen services can be conducted better in the particular district than through the middlemen who exist there.

The first egg-inspection certificate was issued at the New York office of the Bureau of Markets on Aug. 26, covering a carload of eggs shipped from California. Inspection was for breakage only.



# 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

## 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

## 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"

## Gypsy Moth May Invade Wisconsin

THE Wisconsin Department of Agriculture is investigating the possible introduction of the gypsy moth into the state. This moth is one upon which Massachusetts is spending over \$1,000,000 a year in an attempt to keep the ravages within bounds. For nearly thirty years it has been doing a tremendous amount of damage in the New England states to shade and forest trees and has widely distributed in the territory.

This summer, according to recent information received by S. B. Fracker, entomologist for the State Department of Agriculture, a new outbreak of the moth was discovered in an area of about twenty-five square miles in New Jersey, followed shortly afterward by a similar discovery in central Pennsylvania. The center of the New Jersey area is a nursery, known as the duke estate, from which shipments of nursery stock have been sent to many parts of the United States.

A shipment of blue spruce was sent from this nursery three years ago to one of Wisconsin's largest nurseries and some of the trees were immediately sold to customers.

Members of the state entomologist's staff are tracing all of the shipments from the Wisconsin nursery which could possibly include any of the original trees sent from the duke estate or trees which adjoined them in the nursery during the following summer. This involved the tracing of sixty-three shipments of nursery stock to all parts of Wisconsin.

A small outbreak of gypsy moth can be eradicated by extensive spraying and the search for egg masses, but it is not known whether the New Jersey infestation has gone beyond the hope of control in its original locality.

The seriousness of the moth menace, however, justifies the precaution of every farmer to curb them early.

## Farm Bureau to Market Hay

UPPER PENINSULA farmers are going to sell 2,500 cars of hay co-operatively this year. This report comes from the state farm bureau which claims a membership of 5,000 in the Upper Peninsula counties.

In Chippewa county 1,200 members voted to sign collateral notes and a two year contract to sell all their hay co-operatively, according to the farm bureau. Its description of far northern conditions follows:

"The local co-operative organizations have all endorsed this action. The sentiment in many communities there was to make a contract on a basis of

from three to five years like the plan of the California Fruit Growers. The final form of the contract specifies two years. The surplus of hay this year is 2,500 carloads, about two-thirds of which is mixed timothy and clover and one-third alsike. The farm bureau expects to handle this hay through the newly formed farmers' elevator exchange of Michigan with headquarters at Lansing. Annual shipments of hay from Chippewa county totals half a million dollars worth. The county farm bureau expects to take over this business and, by dealing in other farm necessities, expand into a business of several million dollars annually."

### Statement of the Ownership, Management, Circulation, Etc., required by the Act of Congress of Aug. 24, 1912, of the CLOVERLAND MAGAZINE.

Published Monthly at Menominee, Mich.

For OCTOBER, 1920

STATE OF MICHIGAN,  
County of Menominee, ss.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared R. M. Andrews, who, having been duly sworn according to law, deposes and says that he is the publisher of the Cloverland Magazine, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to-wit:

1. That the names and addresses of the publisher, editor and business managers are:

Publisher, R. M. Andrews, Menominee, Michigan.

Editor, Henry A. Perry, Menominee, Michigan.

Business Manager, P. C. Munroe, Menominee, Michigan.

2. That the owners are Herald-Leader Company.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

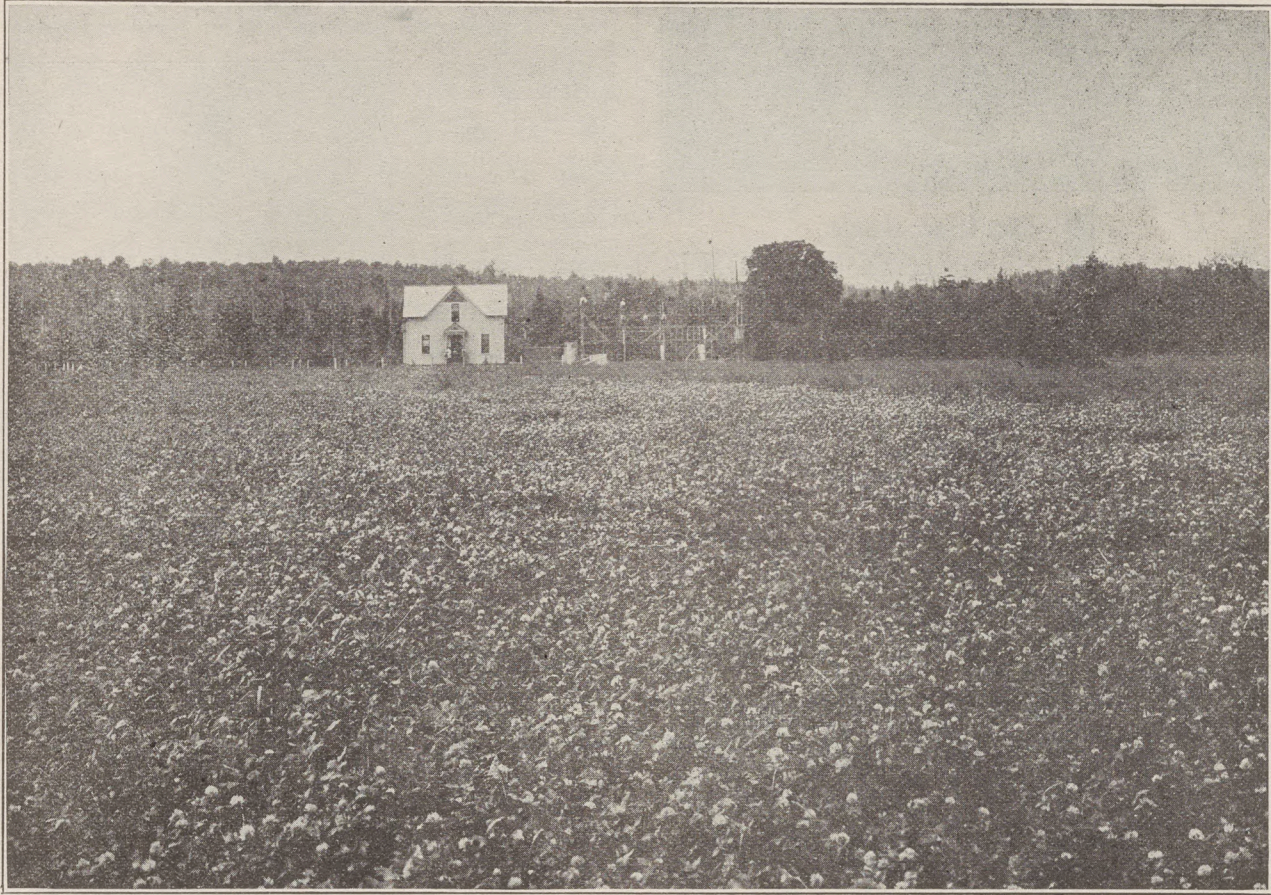
R. M. ANDREWS,  
Publisher.

Sworn to and subscribed before me this 29th day of September, 1920.

ALBERT CARL SEIDL,  
(My commission expires Sept. 21, 1921).

# 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



**RED CROSS 20% DYNAMITE**



**Made this Possible**

Here was a fine piece of land absolutely useless because of the stumps that nearly covered it. Cultivation was impossible until the owner applied the lightning fast, giant strength of Du Pont Red Cross 20% Dynamite to the stumps, quickly uprooting and shattering them as shown.

Ten months after blasting was complete he harvested a celery crop of \$800.00 to the acre. Truly, dynamite works wonders in land-clearing.

**Put it to work for YOU—NOW!**

This is a great year for land-clearing, the biggest your state has ever known. Almost everyone reclaimed some waste acres. Are you lagging behind your neighbors? Remember that your un-cleared land might be growing crops and bringing in a fine profit. Get after those stumps right NOW before snowfall. Get more land ready for planting in the Spring.

Your dealer can supply you with Red Cross 20% Dynamite and Blasting Accessories.

Write for our Farmers' Handbook of Explosives.



**E. I. du Pont de Nemours & Co., Inc.**

McCormick Building, Chicago, Ill.

Hartley Building, Duluth, Minn.

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

**WHEAT PRICE FIXED IN BELGIUM**

The government wheat purchasing commission at Brussels, Belgium, has fixed a minimum purchasing price for native cereals to be effective up to Jan. 15, 1921, according to the American consulate there. The established prices are as follows: Wheat, \$1.66 per bushel; maslin, \$0.261 per pound;

rye, \$1.38 per bushel; spelt, \$0.92 per bushel. The above prices are based on rate of exchange prevailing on Sept. 9.

Industrial optimism is not so exaggerated now as it was a year ago, so faces are being turned back toward the farm.

**What One Pure Bred Sire Has Done**

(Continued from page 8)

and fed to make them produce more milk for the Ashland trade, but the milk simply was there. It was a hard struggle during those years, but somehow, Carlson managed to keep his head above water. He took courage as little black and white calves began to gallop alongside their nondescript mothers, and grow to maturity. There was scarcely a visible trace of the scrub stock in any of them. He had been fortunate in purchasing an extraordinary good sire and didn't know it until the blood showed in his offspring, although he had a good record of ancestry behind him.

Then the first heifer calf freshened. What a revelation! The scales in the barn showed twice as much milk twice a day as her mother gave. And then another heifer came in, and another, until there were as many black and whites giving twice as much milk as the old herds of scrubs. But as fast as a grade Holstein became a producer a scrub disappeared from the farm forever.

At the end of four years all the scrubs had vanished and there were none but grade Holsteins on the place. But they were giving enough milk to make a good profit at the end of the year. Simultaneously with the complete turn-over of the dairy herd Carlson gave up the milk route in Ashland. The cows were giving so much milk that it was more profitable to patronize the cheese factory or the creamery, and the time required for delivering milk could be put in more profitably working on the farm.

With more time to clear land the tilled acreage broadened, and more crops supplemented the revenue from the ever increasing production of the dairy herd. Once over the hill the figures on the good side of the ledger multiplied and piled up, the brush line on the farm moved back, improvements were made, payments on the farm were met, interest was paid and

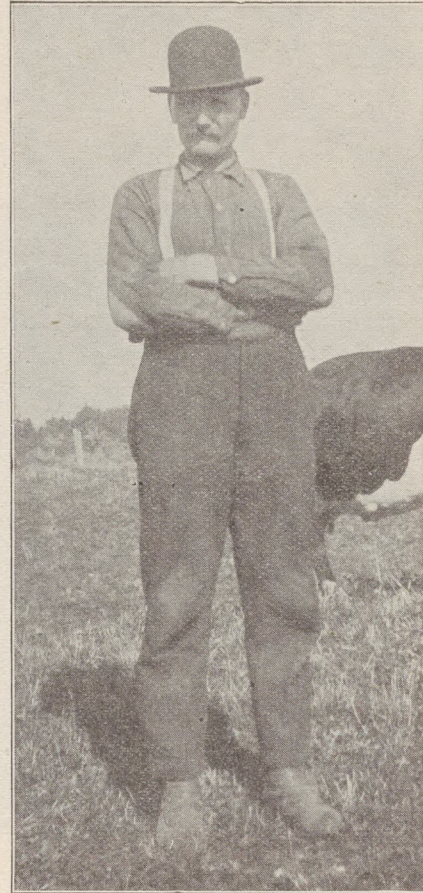
the mortgage on the little home in Ashland was renewed. The Carlson farm was a going concern, and Carlson had made a reputation that gave the bankers confidence in him. It was no longer a man-killing spirit-breaking job on the farm, but hard, glorious work and more reasonable hours. After supper Carlson spent his evenings reading instead of milking and doing the chores by lantern light—reading more about pure bred stock and scientific agriculture, studying the business of farming from every angle and in every phase.

The grade cows that showed a 100 per cent income over their poor ancestry also contributed more black and whites to the herd as time went on, and these three-quarter bloods showed further improvements, but of course their production could not increase by the same ratio as the first cross. But milk production continued on the increase.

Although Carlson was making money from his grades, he wanted nothing but pure bred on the farm, so when the bank book showed a favorable balance he purchased his first pure bred heifer calf. Then another, and this year he brought home a pure bred

Holstein cow that cost \$550. It was the best cow out of a lot of forty-one pure bred that was purchased by the Ashland County Holstein-Friesian Association of which he is a member. That cow won the grand championship at the Ashland county fair this fall, and Carlson also carried home three blue ribbons from the fair.

Within another two or three years there will be nothing but pure bred Holsteins on the Carlson farm, unless it is the first offspring of the first pure bred bull he purchased, the 100 per center that proved the theory of a sire being half the blood and then some in certain cases, and she will likely die on the farm and be buried with honors and human sorrow.



Edward Carlson



The Comfortable Farm Home of Edward Carlson

# Are You Going to Feed?

With general prices for fat cattle about as high as a year ago, and with active conditions in practically all live stock lines, the purchase of young stuff for stocking and feeding purposes at their present cost looks very practical indeed. We have a big corn crop in prospect as well as worlds of other feed, and with some indication of less stringent money conditions, feeders should be able to avail themselves of the opportunities the market affords, and we think can have confidence that the future holds out sufficient inducement to invest in the stock at its present cost.

There is, as the records show, a lighter supply of stock in the country than a year ago at this time, and on the other hand, more mouths to consume it, and as we are not rebuilding our herds in the same ratio as they have decreased it seems only reasonable to predict that high prices are going to remain indefinitely. We don't think, therefore, that the feeder who has the facilities and can effect the necessary financial arrangements should hesitate to lay in good thrifty steers, lambs, etc., at their present cost.

## We Can Save You \$50 to \$100 per Car

For many years this firm has made a specialty of its feeder departments and is in a position to afford the very highest class of service to its patrons. Men who are on the market every minute of the time are naturally much more capable of filling orders than the occasional visitor who cannot possibly study and digest market conditions in a few hours. We have made a specialty of filling orders by mail. This manner of doing saves the customer the expense of railroad fare, time lost, etc., in making a trip to the market, except, of course, he puts himself in the hands of a reputable feeder buyer. Very frequently, of course, the visitor cannot find what he wants the day he arrives and often he will go back with something he did not exactly want, but which he takes so that his trip may not have been a useless one. Our method of filling orders by mail is to buy the stock at what appears to be the right time, both as to the class of stock desired and its market value.

The next few weeks will see a fairly liberal movement of western cattle and sheep on the markets and correspondingly larger offerings of stockers and feeders. Our buyers are on the job and ready to serve our customers to very best possible advantage.

**Make Our Office Your Headquarters When  
Visiting Any of the Markets Named Below**

# CLAY, ROBINSON & Co.

## LIVE STOCK COMMISSION

Chicago	South Omaha	Kansas City	South St. Joseph	Denver
Sioux City	South St. Paul	East St. Louis	East Buffalo	El Paso

## The Farmers of Michigan Want Att'y General Groesbeck for GOVERNOR

L. Whitney Watkins, the Farm Bureau leader of Michigan and former Progressive Farmers' candidate for governor of Michigan, has made public the following reasons for his support of Mr. Groesbeck, the Republican nominee:



Hon. A. J. Groesbeck

"We farmers like the way Mr. Groesbeck approaches public problems. We liked the way he conducted the affairs of the attorney general's office with a saving, in various ways, of two million dollars to the people, and we liked the way he called the farmers in after he was nominated and asked them what they thought was best for the economic welfare of not only themselves but of all the people of the State of Michigan.

"Mr. Groesbeck didn't do this when he needed the farmer vote most—before the primary. We believe his election was already assured when, after his nomination, he came to us and asked us what we needed. In the primaries he left the farmers to Mr. Campbell. The conference with our leaders afterward was the first time in history, to my knowledge, a gubernatorial candidate ever sought us out to discuss affairs with us.

"Thousands of farmers wanted Mr. Campbell for Governor, feeling he knew the needs of the agriculturists. Mr. Campbell's friends are now with Mr. Groesbeck. They recognize the Republican candidate is broad enough to include their own business as producers of food along with other basic industries in his plans in behalf of the state at large.

"After all, what is of greatest benefit to the farmer is the consumer, and we believe Mr. Groesbeck recognizes this. Anyone who traces to its ultimate destination the money he spends for commodities will discover that it isn't the farmer who gets an unjust share. The money disappears in other places between the producer and the consumer, oftentimes the cost and delays of transportation alone amounting to several times what the producer gets for his stuff. The farmer wants and demands absolutely nothing but adequate recognition and a square deal."

(This advertisement authorized by the Republican State Central Committee.)



The Dairy Herd and Pasture on Carl Johnson's Father's Farm Near Ironwood

## Gogebic County Boy Wins Honors in Stock Judging Contest

(Continued from page 5)

boys and girls the farms began to assume a new aspect, but the work was not so spectacular. Old folks don't respond and move like young folks, but they were moving. Another year and more progress was noted on the farms while the boys' and girls' clubs remained up to standard in work and membership.

Along last spring word was sent out from the Upper Peninsula Experiment Station in Alger County, that at the farmers' annual round-up and demonstration a boys' live stock judging contest would be conducted. Immediately County Agent Gunderson took notice and passed the word along to his boys. Earlier in the spring he had organized a junior pure bred live stock association, several members had purchased pure bred heifers, and there had been inculcated keen interest in better live stock.

A little later Prof. J. A. Waldron, of M. A. C., organized some cow-testing associations in Gogebic County, and conducted several live stock judging demonstrations. All members of the boys' association attended each of these demonstrations.

In July A. G. Kettunen, assistant state club leader, visited Gogebic County, and urged the boys to form a live stock judging team to compete at the Round-up, at Chatham, August 11 and 12.

The original plan was for all the

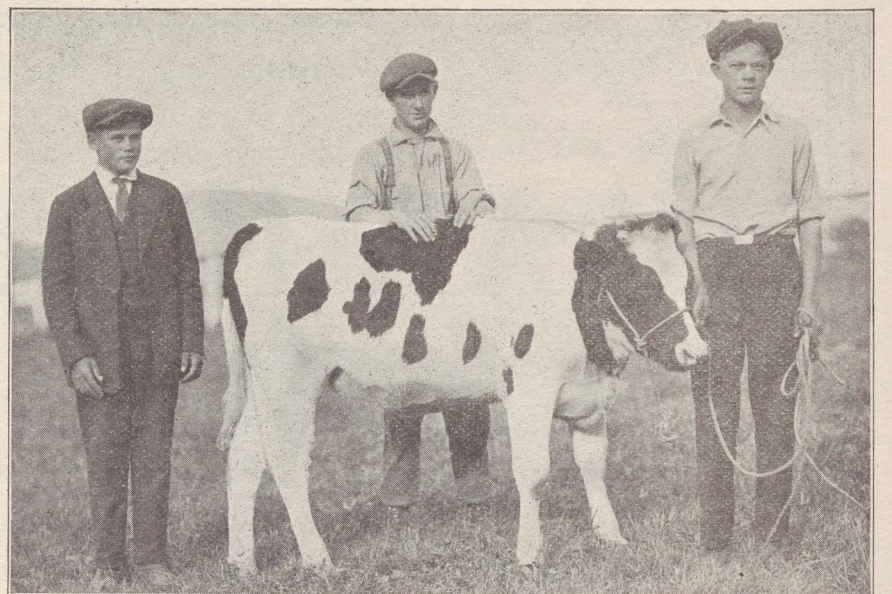
boys to take special training and the three best would represent the county at the contest. This plan was not practical because of certain conditions, but Clarence Frederickson, president of the association; Luther Olson, vice president; Leonard Nylund, secretary, and Onnie Kangas, treasurer, entered training. An unfortunate injury prevented Onnie Kangas from continuing the work, and Carl Johnson and Walter Johnson were enrolled.

The training was under the direction of County Agent Gunderson. Schools were held on various farms throughout the county in order to give the boys the widest range of experience, with more frequent meetings on the farms of Henry Nylund and Chas. J. Olson, in Ironwood township, and L. J. Anderson, in Bessemer township. Most of the time was given to judging Holstein and Guernsey cattle, but allowances were made for

study and judging of sheep and hogs. When the date of the Round-up came the boys felt sure of their ability to enter the contest. At the last minute it was learned that Clarence Frederickson could not go because of an important position he had just accepted, and Leonard Nylund, Carl Johnson and Luther Olson were selected to represent the county. Then a most serious difficulty arose. The boys had no way or money to make the long trip to Chatham. County



Little Miss Helmi Nevala, Winner of First Pig Prize at the Gogebic Co. Fair



The Gogebic County Team Which Took First Prize at the Chatham Round-up, Winning a Free Trip to the Michigan State Fair.

Agent Gunderson had arranged to take some farmers with him in his automobile, but when the predicament of the boys was presented, he promptly cancelled the farmers' reservation and took the boys.

The Gogebic team was pitted against eight other county teams. The team won the team prize, a trip to the State Fair at Detroit with all expenses paid, and the privilege of entering the state contest to gain the honor of being sent to the International Live Stock Exposition and the National Dairy Show, the International being the big prize, as the winner in the boys' contest at that great exposition would have the honor of representing the United States in world competition in London.

Young Johnson captured the leading prize at the Round-up for judging dairy cattle—a fine registered Holstein heifer calf valued at \$200.

The Gogebic team returned home proud and jubilant, but not so proud as their county agent, and all the citizens of Gogebic County for that matter. The boys lost no time getting back to live stock judging school and fitting themselves for the big contest at the State Fair.

When it came time to leave for Detroit the boys started out with the same spirit and confidence that had possessed them when they went to Chatham. At Detroit the big event occurred. The boys from Gogebic County ran away with the boys from Southern Michigan, boys who had been brought up with fine live stock and had been schooled almost from infancy.

Carl Johnson walked away with the highest score and the honor of representing the state of Michigan at the International, with all expenses paid, and was also crowned with a state championship. Leonard Nylund won the place of alternate at the National Dairy Show.

Still another of Gunderson's boys went to the State Fair on honors. He was Fred Olson, of Bessemer, who was awarded the trip because of his un-



County Agent Gunderson and His Mount, Which He Prefers to an Automobile when Long Trips Are Not to Be Made, and in the Winter Time When Going with a Car Is Difficult.

usual scholarship in agricultural matters.

After the State Fair there remained one more unusual thing to happen in Gogebic County before the close of the season. At the Gogebic County fair little Miss Helmi Nevala, daughter of Mr. and Mrs. Walter Nevala, of Ironwood township, won the first pig club prize at the county fair. Little Helmi is the youngest member of any of the live stock clubs in the county, and obtained the money for the purchase of the pig from "The Farm Boys' and

Girls' Leader." She has been an active member of a Garden Club and a Sewing Club, and lastly, decided to join the Pig Club when she managed to get funds to buy a pig. Her unusual success has led to an active movement to enlist more girls in live stock club work.

In this manner, through the boys and girls, Gogebic County is gradually but surely being piloted along new lines of industry, agriculture and live stock production, the greatest of all industries. Far-seeing business men

realize the necessity of supplementing the mining industry with an auxiliary even more powerful than iron ore production or the lumbering that had preceded mining. There has been a tremendous awakening as to the possibilities of the thousands of acres of cut-over land which lie idle throughout the county—most of it good soil adaptable to diversified farming and all of it suitable for live stock production.

The boys and girls of Gogebic County are paving the way for tremendous development along agricultural lines, blazing the path to permanent prosperity.

Carl Johnson, considered an ordinary farm boy two months ago, has sprung into the leadership, and there are hundreds of boys and girls in Gogebic County that will follow the standard he has set and emulate his conduct. All Gogebic County is proud of him, mining company officials and miners, business men and bankers, farm women and city women, and everybody is plugging the best they know how for their boy to win at the International. The success of young Johnson has rounded out a splendid spirit of co-operation throughout the county, has focused interest in agriculture and live stock, and has done more for Gogebic County than it has for himself.

And then it pays to have a mighty good agricultural agent. Gogebic County has one, and his name is C. E. Gunderson.

**LET YOUR WIVES HELP PLAN**

You men who are planning on building new homes should remember to let your wives help in the planning. They are the ones who have to live in them and it is they who have to care for them after they are completed.

The average farmer of today has all the modern equipment for his farm but the average farm woman still carries water from the well. Why not pipe it into the house for her, John?

# 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

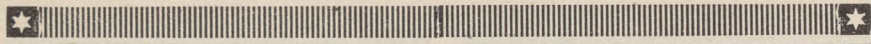
90 per cent of the Wisconsin Live Stock Shipments billed to Chicago pass through Milwaukee. *Why not patronize the Milwaukee Market?* We have the facilities and have not advanced the price for the handling of shipments, yardage or dockage. Dairy cattle and calves a specialty

*Unexcelled Market for Milkers and Springers*

## MILWAUKEE STOCK YARDS COMPANY

Correspondence Solicited

MILWAUKEE, WISCONSIN



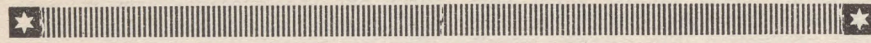
## Fifty Counties in Upper Michigan Have Millions of Acres of Idle Lands

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

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## 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.

## Build Roads Like the Romans

(Continued from page 7)

approach great commercial centers, the numbers should be increased to every third mile, to every second mile and so on down to every road. In densely settled states such as New York, Massachusetts, Connecticut and New Jersey practically every road now in existence should be hard-surfaced over proper foundation to carry express traffic. Rome was over 700 years of age when it began to build roads extensively. This is a young republic. The first active colonists arrived 300 years ago. Rome was 200 years perfecting her system.

The first railroad in the United States was built in 1830. By 1869 the trans-continental journey by rail became possible and with our present mileage of railroads, we would be over-built were our population per square mile no denser than the Roman Empire and were our railroad road-bed mileage only single track. Railroad mileage figures are deceiving as to matters of transportation miles as they include double tracks, switches and railroad yards in their total mileage. The railroads were built by private enterprise and owing to the eagerness of individuals to become rich, were not laid out with a view to increase transportation facilities and add to traffic equitably. Their promoters paralleled the water courses and paralyzed the waterways by competing for their business. The competition proved most disastrous to inland steam boat travel and snuffed out the already constructed canals. Such would not have been the Roman method. Each road laid down by the Romans was to increase and to improve communications throughout the empire and not to squash rivals in business.

Being a republic and not an empire has its disadvantages. One of them is that our roads are built with a selfish object in view. A second is, that we cannot employ our soldiery in times of peace on manual labor. A third is, that we have no prisoners-of-war. A fourth, national prejudices. The only prisoners we have are criminals and the sight of them working on roads is offensive to our aesthetic tastes. We have no slaves except the "middle classes," who are in these times of high cost of living being gradually "milked" by the upper and nether, the autocrats of wealth and the autocrats of labor. Had the railroads been laid down to assist the waterways instead of to ruin them, we should not have been "up against" the present congestion in freight traffic. Vessels would have still plied upon the Ohio and Mississippi and barges would have been passing through the canals in sufficient numbers to relieve the over-crowded rail tracks of freight of low class about which there is no haste except in ordering the material and getting it started.

We should avoid this mistake in the

construction of state and national roads for automobile service. The railroads and waterways should be utilized as trunk lines and the first "roads built as Rome built," should be "feeders," not national nor state highways for pleasure purposes but genuine freight carriers. These roads should be commenced in freight centers and extended so as to tap natural resources at present handicapped by the lack of railroad or waterway facilities. The first built should reach into the territories now congested; the second into the fertile territories which ought next to be opened up for productive enterprise. None should be constructed primarily aimed at relieving the railroads which is another term for competing with the railroads. We should aim not to produce an enormous mileage but roads which will stand up for the least possible expense of repair. Better spend \$60,000 on two miles that will stand up than \$60,000 on twenty which the frosts of one winter will up-heave. Through states like Illinois and Wisconsin, drainage is of primary importance; through the mountains, grades and commodious turnings properly banked. Foundations everywhere.

From the present condition of water traffic, it would seem almost foolish to construct roads running to river ports. Yet there must be a beginning somewhere to divert freight now moving by rail which should always have moved by water. Perhaps the best way to insure resumption of waterways would be to make a river and harbor bill cover also local freight motor roads running perpendicular to natural water courses which have the depth and capacity for steamers carrying freight.

The time to begin building is now. The length of time to complete the system is immaterial to the present generation. For, if the roads, as they must, prove to be a good thing, succeeding generations will extend them as needed. How they can be built, with our prejudices against immigration, is a horse of another color. Most of our railroad road-beds have been constructed by immigrants freshly arrived at low rates of wages. There is no such animal now. The railroads utilized Chinese and Italian labor contracted for abroad and not after having passed through the fine tooth comb of an immigration bureau. Europe and Asia have surplus population which could be transported to advantage to themselves and to us. Most Americans would consider it an indignity to the flag to ask the soldiers to do the work. They are national defenders entitled to wear a halo around their heads and not to carry shovel and pick in their hands. We have become so tender of convicts and occupants of poor houses, not in any way intending to cast a slur upon the unfortunate, that our prisons have be-

## 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



come charitable institutions where the patients are better treated than at home. The stigma of the garb is the only punishment inflicted upon an American criminal.

To build these roads with free labor on an eight hour day basis, with present activities in all other business lines constructing material which should be moving over those roads, would empty the factories and close up the industries now profitably working if the road building laborer were offered an attractive remuneration. It is an easy matter for interested parties to say, well, let the state, county or town build the roads. That means, however, that each taxpayer must get out and build a portion of the roads or pay out in money an amount equal to the proportion which he could perform in work over and above his usual labors now limited to eight hours a day. The task would not be difficult or expensive provided every man in the United States from the president down were willing to work in the road department division two hours of each and every day. Our tired business men, such as the bankers, the brokers, the clergy, the lawyers, the students and the merchants would find plenty of recreation in out-door exercises of a constructive character. Quite as much as they now find in sitting upon baseball benches, carrying their golf clubs or rolling hither and thither in their touring cars. Every clerk, in fact every man in a sedentary position would gain physical strength and renewed vigor by putting in his two weeks' vacation on a road scraper or in laying surface blocks. To "build as Rome built," we should bend all our energies to the task. An organization should be effected for that purpose, one which includes every one.

Who should pay the bill? We will all be benefited by the roads when completed by decreased cost of living, by increased luxuries, by improved health, by increased facilities of travel, by obtaining a broader view of our responsibilities and a more intimate knowledge of the Golden Rule. Social distinctions would not be removed but contact of the so-called upper classes with the hardy sons of toil would take the edge off. A knowledge of the good qualities by personal acquaintance between the moneyed classes, the thinking classes and the working classes

would soften the harsh prejudices now existing in the minds of all three.

When Chicago found itself snowed under, two years since, every citizen realized that the task of shoveling the city out was more than the city government could accomplish. As soon as this permeated the community, all citizens, good and bad, "got busy" and we shoveled ourselves out in a few days' time. In all sections of the city, a more neighborly feeling arose by our working together on one "uncommon" task. In the neighborhood in which I live today all the college professors, students, butchers, bakers, druggists, janitors, clerks, chauffeurs, coal heavers, children and who now have a bowing acquaintance and stronger community ties brought about through what looked to us at the time as a calamity. We didn't spend our money. We worked and we had as much fun working as though we had idly sat at the window playing solitaire and bemoaning the inefficiency of our city government.

We, the people, must pay the bills for our highways. It matters not how we pay them, whether in money or in labor. An organization, however, must be made to direct operations. An engineer competent to handle great matters, greater even than the construction of a Panama Canal, must be at the head and make the plans. The road building department must have a business organization. As all men are accustomed to receiving and understand their labor as measured in money, the work must be figured and the bills paid in money. The builders, call them laborers if you wish, must be organized, even drafted, no exemptions. There will be no necessity for moving great bodies of workmen hither and yon for the road in front of my house and the road in front of your house and all adjoining roads and alleys are yet unbuilt. The blocks to the north or the blocks to the south and the blocks to the east or the blocks to the west of us as now built are rapidly disintegrating.

Scarce a citizen but could work his average of two hours per day for the next two years within a radius of a half mile from home.

If we cannot have labor built roads, convict built roads, immigrant built roads or soldier built roads, it is possible to have people built roads. Let us build them and not "let George do it." Two thousand years from now the "barbarians" who may at that time have overrun the United States, can say, we have roads "built as the Americans built," and not as the Romans built.

It is estimated that the Veivodine region, in northern Serbia, will have an exportable surplus of 3,834,534 bushels of wheat, 675,552 bushels of rye, 699,961 bushels of barley, 2,747,483 bushels of oats, and 15,473,930 bushels of Indian corn, according to a report received from the American consul at Belgrade.

The dairy and poultry section of the U. S. Bureau of Markets has examined a number of experimental shipments of eggs packed in cases containing newly patented fillers and flats. Some of these seem to possess considerable merit in reducing breakage in transit.

Celery, either raw or cooked, is excellent for people who have a gouty or rheumatic tendency.

**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

**Upper Peninsula  
Cut-Over Lands**

Suitable for Grazing or General Agricultural Purposes

**FOR SALE**

in Alger, Chippewa, Gogebic, Luce,  
Mackinac and Schoolcraft Counties

**T**HE 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**

**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

**VON PLATEN LUMBER COMPANY**

MANUFACTURERS OF

**NORTHERN HARDWOOD**

IRON MOUNTAIN, MICH.

# 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. B. 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.

**CLAY BOTTOM LANDS FOR SALE**—In Mackinac and Chippewa Counties, suitable for grazing purposes. Can be bought on partial payment plan. Write Wilwin Company Limited, Wilwin, Mich., for particulars.

**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.

**WANT TO HEAR** from party having farm for sale, give particulars and lowest price. John J. Black, 177th St., Chippewa Falls, Wisconsin.

**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.

**WANTED TIMBER AND TIMBER LANDS**—Prefer Michigan, Wisconsin and Minnesota. Will consider propositions anywhere. What have you to offer? Darwin B. Buell, Munising, Michigan.

**FOR SALE**—160-acre farm, 4½ miles from Ogema, Wis. 50 acres cleared, 23 under cultivation, good water, well fenced, ½ mile to school and from trunk highway. For terms and price write owner, J. Jones, Phillips, Wis.

**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**—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 Schoecraft 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.

## 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

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

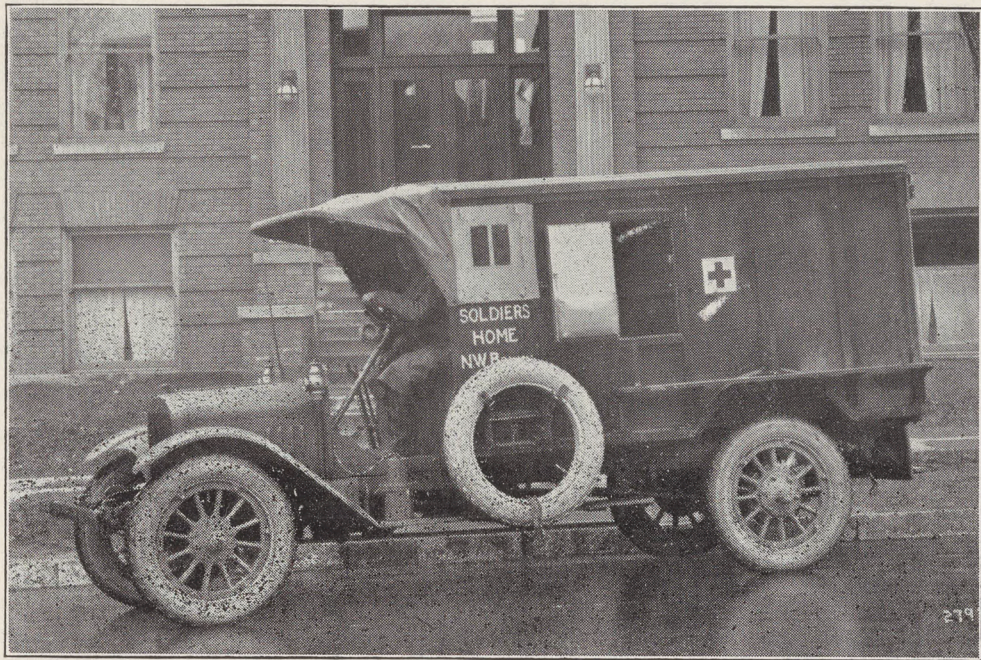
THE CLEVELAND-CLIFFS IRON COMPANY  
Land Department NEGAUNEE, MICH.



# General Motors Trucks

A PRODUCT OF  
THE GENERAL MOTORS CORPORATION

Built in All Sizes from 3/4-1 Ton to 5 Ton Capacity



## At West Allis, Wis.

A 3/4-1 ton GMC in ambulance service.

This model is the standard 3/4-1 ton truck of the United States Army.

Thousands were in use in France and this country during the world war.

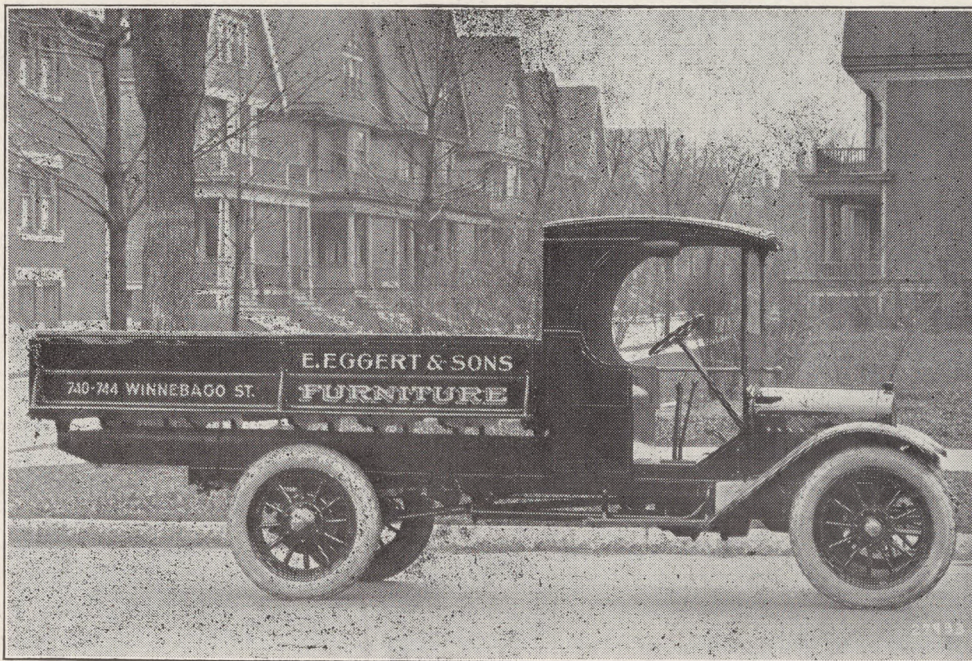
The men who were in the service know of the wonderful record this GMC made. Ask them.

## At Milwaukee, Wis.

A 3/4-1 ton GMC used in furniture delivery.

This truck operates over a fifty-mile radius around Milwaukee and thus opens up a big field of new business.

This Model 16 GMC is deserving of its title, "America's Standard One-ton Truck."



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.  
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**GENERAL MOTORS TRUCK COMPANY OF WISCONSIN : Milwaukee, Wis.**

DISTRIBUTORS FOR WISCONSIN AND UPPER MICHIGAN

*So Easy—  
Just Add Water!*



IT'S as easy as turning the faucet to make delicious pancakes with Pillsbury's Pancake Flour. Add only water—everything required, even the milk, is in the flour.

You'll wonder how you can make such pancakes with so little effort—pancakes so light and tender that you'll want to serve them the year 'round—summer as well as winter.

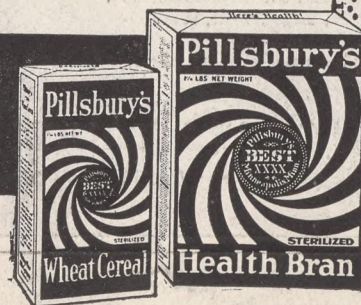
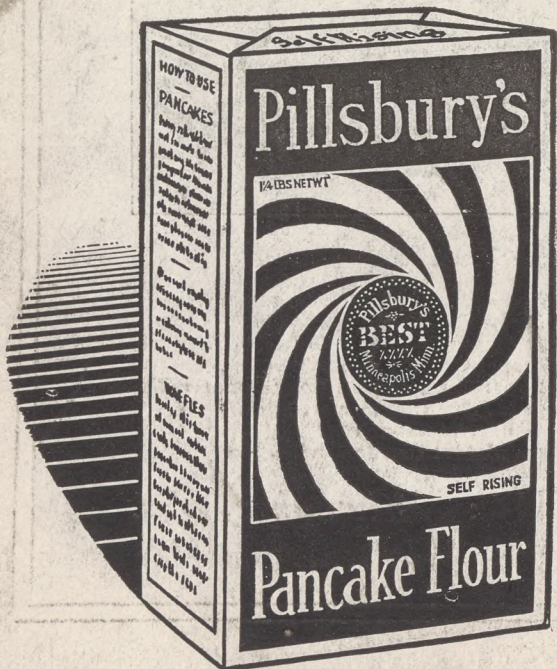
Always buy Pillsbury's Family of Foods—different in kind, but alike in quality. At your grocer's.

Pillsbury's Best Flour      Pillsbury's Wheat Cereal  
Pillsbury's Health Bran      Pillsbury's Pancake Flour  
Rye, Graham and Macaroni Flours

**Pillsbury's**  
FAMILY OF FOODS

**Pancake Flour**

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