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**CLOVERLAND**  
MAGAZINE  
MARCH 1921



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*The*  
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“**F**ARMS  
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FORESTS”

# CLOVERLAND

*The Upper Peninsula of Michigan*

IS essentially a “Land of Opportunity”, because:

1. The average yield of nearly all its principal farm crops is larger than the average in the State and greater than the average in the United States;
2. The value of its undeveloped agricultural lands is as low or lower as were those of older agricultural regions during their formative period, and as development progresses, these values are as sure to rise as they have elsewhere;
3. Its climate possesses advantages not enjoyed by any other area of like extent within the same latitudes, nor by many within latitudes considerably farther south;
4. The Deep Waterway Project, in the very near future, is as sure to become a reality as the Suez and Panama Canals. To “Cloverland” with its more than one thousand miles of shore lines and its numerous lake ports, its value will be appreciated when considering its vast mineral and timber resources, the still greater wealth of its agricultural lands when equally developed, and the vast power of its still unharnessed streams. Economic advantages will induce and develop increased activity in numerous and diversified lines of industry when ocean-going ships ply between the Lake ports of “Cloverland” and the seaports of the world.

—Leo M. Geismar, Former Supt. U. P. Experiment Station,  
in Booklet on “Cloverland.”

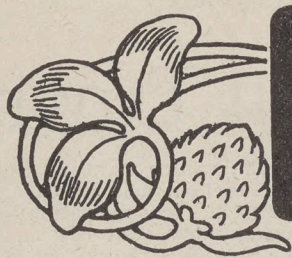
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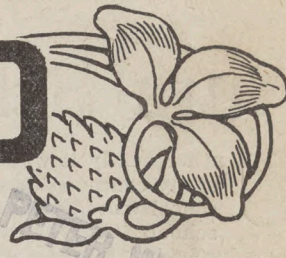
MICHIGAN





# CLOVERLAND

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## The Problem of Re-forestation in Cloverland

By W. H. KENETY

Superintendent Minnesota Forest Experiment Station

THE Minnesota Farmers' Institute Annual, issued by the Extension Division of the Agricultural Experiment station in Minnesota, states in its Farm Development Breed, "We believe that out of the twenty million acres of land in the cut-over area of northeastern Minnesota, about three million acres are now developed. About ten million acres more are suitable for agricultural purposes, and the balance is suitable largely for forestry." This decision means that for the proper development of our cut-over country, harmonious relations must be developed between the man who can see nothing but wonderful agricultural crops on every acre of our cut-over land and the ultra-enthusiastic tree propagandist who feels that the northern Lake States region should be one grand forest.

Up to the present time, Minnesota has had too much lumber. The cut ran between two and three billions of feet for the last thirty years. The value of the lumber industry as given by the last published census reports amounts to between fifty and seventy million yearly. At the present time, probably \$100,000,000 in capital invested in the lumber business has already begun to leave the state. Towns have been abandoned, stretches or railroad torn up and the development of certain regions destroyed.

The last published census—1910—reports showed that Minnesota still supplied nearly as much white pine as all of the rest of the United States combined. The value at the mill of white pine in the year 1916 was about forty million dollars, to say nothing of the other lumber, pulpwood, paper, hardwoods, box boards, toothpicks, fuel, furniture, etc. We have been content to consider our timber wealth as a sort of mine to be exploited and have not realized that it is a crop which we can grow, increase, and perpetuate and make one of our state's greatest assets and natural resources.

The ever increasing prices of lumber is certainly worth thinking about. It has a great effect on the building of homes for the laboring man and may mean that, instead of each man owning his own home, many families may be led by force of circumstances to the squalid tenement house. The fact is sometimes overlooked that the rise in the price of lumber will mitigate against the building of homes, the shelter of stock, and the development of farms in Minnesota.

Average boards are worth from \$55.00 to \$65.00 per thousand on the prairie regions of Minnesota. The Lake States and southern pineries are about cut out. The stumpage price of fir lumber is gradually rising. At the present time we pay a freight rate of \$16.50 on one thousand feet of Douglas fir to Minneapolis and about \$20.00 per thousand feet upon the same kind of lumber to Chicago. The



These Trees Bring Comfort to the Cattle and Money to Their Owner

question which presents itself is this. Why should we pay a premium of \$16.00 to \$20.00 per thousand for freight on western lumber which is inferior to our own white pine; or, in other words, why should we pay a premium of \$16.00 to \$20.00 for the privilege of using an inferior product when we can raise it for less than the freight costs?

Of the fourteen groups of industries recognized by the last census, the lumber industry stands third in the number of wage earners and fourth in the value of the product. In its allied branches of logging, milling, and manufacturing, it employs over

one million persons, or about fourteen per cent of the wage earners of the country. Today the value of lumber in manufactured products is estimated at \$2,000,000,000 yearly. The lumber industry furnishes a means of support to several millions of people and is a part of our national life.

In 1911, an official estimate of the people in St. Louis County, Minnesota, revealed that over 85,000 people were directly dependent upon the mining industry, yet no one would argue that agriculture would be better off in St. Louis County if the mines were abandoned and the towns, railroads, industries and people engaged in the



Treeless and Isolated Conditions Like This Drive the Young Folks Away From the Farm.

mining business and using agricultural products would leave the country. Yet this is the opinion I have heard expressed by some of the leading men in regard to the lumbering industry in Minnesota. They say that, if it were not for the woods and for the logging camps, the settlers would farm more or starve; but if it is more remunerative and if the towns can be made permanent so that schools, churches, and settlements can cluster around the woods industry in northern Minnesota and the inhabitants be made happier and their work easier by permanent forests on non-agricultural lands, let us have forests on those lands in these parts of the state. There are plenty of places where any ambitious man can start to farm in the neighborhood of a permanent logging town or sawmill town. Cloquet, Minnesota, is one of these towns, and the market created in this lumbering town for produce has made a high type of agriculture possible around it. Many regions in northern Minnesota, with land of higher agricultural value than Cloquet, are still untouched and no sawmill whistle or logging camp cook's horn can be blamed for enticing away the hardy agriculturalist from his farm, yet they are not there.

This brings us to this point, if we are to get the greatest development of northern Minnesota, we must make it possible to have a permanent lumber centre instead of the sporadic mushroom type of the average sawmill town. Mr. H. Weiss, one of the foremost authorities on wood employed by the private capital, states that the average small sawmill wastes about sixty-five per cent of the total product of the tree. This condition of excessive waste held true in the oil business, the steel business, and the meat packing business until new uses were developed for utilizing the by-products and consolidation made it possible for permanent organizations to exist and make a profit on the products which, up to that time, had been thrown away. At the present high prices of wood products, it seems that the time has arrived for the centralization and better utilization of the tree crop. Pulpwood in northern Minnesota this winter brought over \$30.00 a double cord delivered at the railroads tributary to paper mills. This pulpwood is utilized down to three inches. Trees which a few years ago were deemed commercially of no importance are now bringing in a greater revenue than our finest white pine forest did a few years ago.

Instead of a straight production of sawn lumber, we have a great number of industries utilizing the parts of the tree which were previously wasted. We have distillation plants which are now extracting from unused portions of the tree, alcohol, turpentine, resin, acetate of lime, and a host of other valuable products. Instead of the slabs being burned in an immense

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# CLOVERLAND MAGAZINE

## Rural Schools Now on a Par With Those in Town

By THOMAS EDMONDS DOEY

Until recently it was quite generally conceded that the rural school was inferior to the city school. This belief however, is gradually being eradicated, due to the installation of practical and modern methods which are rapidly placing the rural schools on a par with those of the city.

Chief among these progressive movements is the consolidated school. It is true that this achievement still has its enemies, but that it is a real benefit has been proven by the fact that in the majority of towns where it has been tried out it sooner or later is maintained permanently.

The town of Hawthorne, Wisconsin, for example, has experimented with the transportation of children for the past eight years, and this year has made its decision in favor of consolidation, by the expenditure of fifteen hundred dollars for three new busses, which a sure comfort to the children in all kinds of weather. Two of these busses are to be handled with teams, while the third is an auto truck with a good bus body attached.

They are operating two routes this year, with another planned for the coming term. This year the third bus can be added if at any time the roads become impossible for the auto.

The main benefit derived from consolidation is the maintenance of one bigger and better school in preference to two or more smaller ones poorly equipped. For instance a small school is maintained in one district, where there are only ten or twelve pupils, the teacher as a rule has all eight grades to handle and consequently can devote but a few minutes to each class, rarely to exceed fifteen.

On the other hand if these children are transported to one main school, with an enrollment of possibly one hundred pupils there would have to be at least three teachers. Thus one teacher would have the first and second, another the third, fourth and fifth, while the third would have the sixth, seventh and eighth grades. Each teacher would have ample time to devote to every class and the result would be far more satisfactory. A backward or slow learning child could be coached along, and there would be more time for individual recitations. In fact the teacher would have a chance to show real efficiency, where in the smaller school of all grades, the work must be hurried thru.

Another thing we must credit the consolidated school with, is the rural high school. This is a wonderful help to the people of any town and would not be possible without consolidation. Many of the towns having consolidation, first added the ninth grade, allowing the eighth grade graduate who wished to continue school the chance of doing so without going to the city. This proved so successful in many instances that the full high school course has been inaugurated.

Just think what this means to the farmer. Heretofore when his children had finished the eighth grade, they must either quit school or go to the city for further education. A few could afford to send their children to the city, but the majority could not. For the latter there was no alternative, their children must leave school, at least until they were a little older and could put themselves thru, which is rarely possible for the average eighth grade graduate.

It does not take a large number of pupils to warrant a high school. The town of Hawthorne is going to have one next year and there are ninety seven pupils in the consolidated school now. Suppose there are ten pupils for the high school, it would

save the parents of these children five thousand dollars in one year. Sounds big doesn't it? It has been proven tho, that it takes about five hundred dollars a year to send a child to school in the city from the country. Thus ten families with one child each,

does cost some money to get the utensils and tools necessary, and to equip the school with a suitable kitchen, working benches, etc. But are not the results well worth the expenditure? How many rural mothers can give the time needed to their



The Rural School Bus, Hawthorne, Wis.

would have spent five thousand dollars for board, clothing and tuition each year in sending these children to the high school in the city. Wouldn't it be much better for each taxpayer to stand a little more expense and allow these children to stay at home and get this schooling? Aside from the saving of these ten farmers, think of the satisfaction of the many less fortunate ones whose children will get a high school education, where they otherwise would not.

In the matter of expense, there is also this to be considered in favor of consolidation. For the two studies added to the rural school course in late years, namely, domestic science and manual training, the necessary equipment costs considerable. This cost is nearly as great for the small school as the large one. Consequently the small school eliminates these studies and does not purchase the equipment. On the other hand, consolidation offers all the children these advantages with the necessary equipment of the larger school.

In many places where domestic science and manual training have been added, we find some who oppose the spending of money necessary to equip the school for these branches. It

girls to teach them how to sew and cook? Yet these are the things they all should know. In a school where domestic science is taught the girls graduate from the eighth grade with valuable knowledge concerning the management of the home, the value of foods, etc., which they would not get otherwise. Much of it is new to the mothers. In many of the schools where children carry their lunches, the domestic science class serves warm lunch at noon. Girls take a greater interest in the home, where this work is taught at school, and with competent direction, will make more capable housekeepers.

It is the same with manual training for the boys. They learn the fundamental principals of carpentry, the use of tools, etc. It is a good practical training for them all, and especially for the boy who is inclined to be handy in this line. Boys love to work with tools, it gives them a new interest in school to say nothing of the fixing they can do about the farm, thru knowledge gained in school. How can we consider such results expensive?

The opposition to consolidation puts forth such arguments as these. That it isn't the right thing to transport

children in the winter time, as they complain of the long cold drive, and that the cost of transportation is equal if not greater than the maintenance of a small district school.

The first can be eliminated entirely by having busses which comply with the average state requirements. They should be enclosed and in extremely old weather, heated. As to the cost, in some cases it is cheaper to transport them than to maintain a school, in others suppose it costs a few dollars more, in the long run, considering the benefits derived, it is much cheaper.

As to the school itself, it can be readily understood that a district can maintain one consolidated school in much better shape as to buildings and equipment, than it possibly could three or four no matter how small. The graded school must comply with the state requirements to receive state aid, hence are in good sanitary condition. Most of the small rural schools are heated by a stove, which at best is uneven. Where only one school is maintained, a good reliable heating plant can be installed.

Then there is the matter of teachers. Can you blame a teacher who holds for instance, a good county or state certificate, for not wanting to isolate herself miles from town, to take a poorly equipped school? Of course you can't! Consequently these remote schools must take a beginner, who is not always qualified to teach, and who will take such a position either for the experience gained, or because she cannot demand anything better. On the other hand, a well equipped graded school offering a reasonable salary, can always secure competent, qualified teachers.

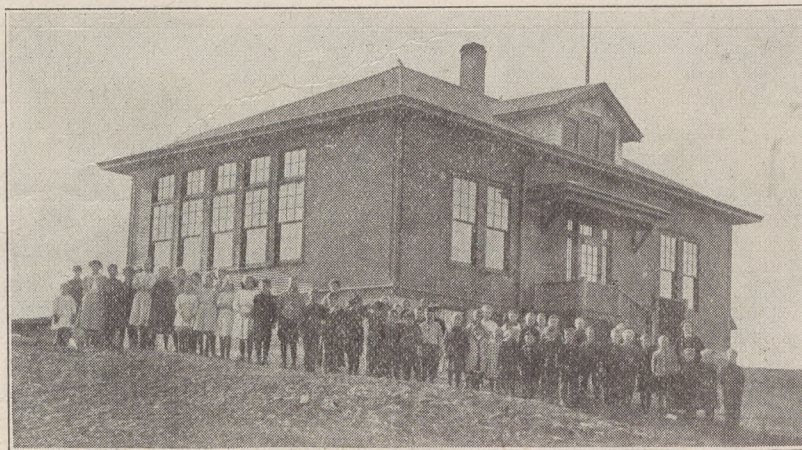
The best method to win the opposition of consolidation, is a good fair trial, the results are bound to swing the argument.

There is another thing which I believe would do much to better the rural school, and that is the choosing of a competent school board. Now I do not mean that the average board is not competent. To be a member of the school board is at best a thankless job, and I have known men to put in a good deal of time which might have been of personal value, in looking after school affairs without any compensation whatever, but plenty of fault finding. In fact the average member of any school board, I believe serves his community or district to the best of his ability. But that is the question, is his ability the best to be had in the district?

A thing overlooked in many of the smaller towns in the matter of choosing a school board, is the fitness of the members for that office. In most towns you will find two or three women who have been school teachers. They probably have children of their own now who are of school age. Don't you think such a woman would be better qualified to act as a member of the school board, than most any man you might choose? You might choose a business man, or a man who had successfully acted on the town or county board, or a farmer, or a woman without the qualifications mentioned. But do you think they would understand as much about school matters as a woman who had taught school for several years, who was also a mother of school children? Wouldn't she be better qualified for the hiring of competent teachers, and buying the necessary school equipment?

Her husband most likely is a tax payer, possibly she is herself. Wouldn't her judgment from the taxpayer's, the teacher's, and the mother's standpoint be better than another's judgment from just one of

(Continued on page 28)



Consolidated School, Hawthorne, Wis.



# Frank's Place is a Summer Resort Par Excellence

By LAWRENCE D. TUCKER

IT WAS Friday night at Frank's place. The rugs had been rolled in the corner, the little "phunny-graph" pushed to its place of honor in the center of the floor, and the wicked strains of "Shes's So Wonderful" had begun to rasp from its innards when Hamilton Everett—we'll call him that—burst into the room. He was fresh from his evening's ablutions—his hair (what there was of it) slicked back, his camping outfit brushed up and his eyes sparkling with the excitement of the event. Everett was a capitalist—a millionaire; prominent in middle-western financial circles; rated A-1 in Dunn and Bradstreets; an authority on high finance, etc., and a man's man withal.

But tonight he was "Ham." And "Ham" it was who hurried across the floor where Miss Van Buren (another alias) sat chatting with several girl friends about the events of the day. "Ham" crashed in—"Pardon me, but what do you say to a whirl or two, Miss Van Buren." And together they started off—the girl chatting on about the woods, rivers, lakes, fish and whatever else the events of the day may have brought to her mind; the man grunting his approval, between puffs of exertion, the perspiration rolling from his forehead in huge beads, but apparently radiantly happy.

It was just the example of the each-for-all cordiality which prevails at Hughes' summer resort, in the upper peninsula of Michigan. Hughes' resort is neither a shack nor a mansion; neither up-to-date nor behind the times; neither elaborate nor uninviting, but plumped down in the very midst of a chain of thirty of upper Michigan's most beautiful inland lakes, this little place is second to none in the northern country for its popularity among the summer tourists. And Frank Caisse, the proprietor, will show you today hundreds of applications for room reservations, and as many refusals signed by himself—if you want proof for this story.

To begin with, this narrative is in no way intended to invite any further patronage to Hughes' resort. There are hundreds on the waiting list—and all of Frank's spare hours are occupied in signing letters of rejection to the stream of applications. And, by describing the almost remarkable features of Hughes' resort, the writer is in no way contributing to Frank's cause.

Hughes' resort, as it stands today, is the monument to a chain of unusual events, centered about the pioneer history of the northern pine region. It was founded, over a decade ago, by a lumberjack, named Hughes, who wandered into the woods of Schoolcraft county and hewed himself a home on the edge of one of the lakes which abound in that district. It may be said for Hughes that, whatever his motive may have been in getting so far away from civilization, he could not have selected a more attractive spot, scenically, if he had traversed the entire north middle-west in search of it.

Hughes so built his shack that an eight minutes' walk in either of the four directions of the hemisphere would take him to the shore of a beautiful inland lake—teeming with fish, mostly black bass, and into which flowed numerous streams, all heavily laden with trout—big ones, the kind you read about and see in pictures. More than that, within a radius of three and one-half miles from Hughes' resort are twenty-five more such lakes where bass, perch, muskellonge and other species of the finny tribe may be caught in abundance. There are Hughes' and Thunder lakes; Big and Little Murphy; Big and Little Bass; Island Lake; Foot Lake; Minerva Lake; Martha Lake; Mud Lake; Horse-Shoe Lake; Perch Lake; Clear Lake; and many others. And the streams: Big and Little Indian rivers; Tar Creek, and a dozen others, all alive with 'em.

It was just a season or two after Hughes had built his shack that F. B. Dickinson, of Chicago, ardent fisherman and a lover of the great outdoors, chanced to meet up with Lumberjack Hughes while hunting partridge, and the latter invited Mr. Dickinson to

pliant. But Frank said: "Thirty she is, and thirty she always will be." He'll tell you why a bit later.

The select thirty are Frank's "regulars." Besides Mr. Dickinson's record of twenty-two years, there are others of eighteen, seventeen, fifteen and



Back from a Fishing Trip at the End of a Perfect Cloverland Day

spend the rest of his vacation with him. The hunter consented, spent a week or more fishing and hunting in the region of the thirty lakes, and from that day—twenty-two years ago—Mr. Dickinson, of Chicago, has been a regular, annual visitor to Hughes' resort. He hasn't missed a season. Moreover, he brought others with him, from year to year, until Hughes finally found it necessary to build an addition. Hughes' Resort thus came into being.

And then came Frank Caisse—a man who has not only fished in most of the best streams and lakes in Michigan, but who is versed in woodcraft, hunting, fishing, hiking and, in fact, every line of out-door and woods activity—to spend a week with Lumberjack Hughes. Mr. Caisse talked with the other visitors, heard them enthuse over their good fortune in having found such a peaceful haven, and he determined, then and there, to buy the place.

Hughes was getting pretty well along in years. The annual rush of visitors was beginning to be pretty much of a strain for him, and Caisse found the old lumberjack a ready listener to his proposition. A half hour of persuasion—and Caisse had purchased the place outright. That was three years ago. Frank has increased the capacity to accommodate just thirty—and no more.

But Frank had a time of it. News of the ideal location, the fish, the deer, the ducks and partridge in and about the region of the thirty lakes, spread rapidly, and requests for reservations at "Hughes' Resort" came pouring in. I have read some of these letters. They are little short of sup-

twelve. They come back every year without fail. They don't need to make reservations. They are "regulars"—Frank knows that when he throws open his doors on June 1, the old gang will be there waiting to flock in. The select thirty represent the cities of Chicago, Detroit, Columbus, O., and Joliet, Ill. There are bankers, manufacturers, school teachers, students and just kids—and from the hard-headed Chicago capitalist to the tousle-haired youngsters, their host is "Frank."

What is the secret of it all, you ask? Well, primarily, fish, and Frank. Then come deer and birds; then hospitality; the "homey atmosphere", the personal attention from Frank and his retinue of help; the cordial care-free and social atmosphere which prevails among every "mother's son of 'em", as Frank puts it.

A word about the fish. Each of the five lakes directly within reach of the resort proper are equipped with boats—and each boat with complete fishing tackle, bait, etc., for the accommodation of the visitors. Frank has fourteen boats on the lakes. And there are "oodles" of fish in the lakes—as many as any man, or woman, would wish to carry home. The men say: "Doggone, but there's lots of satisfaction in feeling that you NEVER have to leave without at least a bite," and the women say: "Isn't it wonderful—and it's the first time I ever tried it too." But Frank is protecting his stock in trade. Besides the fishing tackle, each boat is equipped with a net, hung over the side. The nimrods set out, drop a line, haul in the fish and drop them into the net. They can sit and fish all day if they



Two of Frank's Guests in the Duck Season

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want to. Their catch swings at the side of the boat, every fish alive and kicking in the net. The haul is pulled ashore. Frank comes out, looks over the mess, checks up on his needs for the day and back go the rest into the lake—alive.

Then the deer and the birds. The heavy traffic to the north woods during the fall hunting season necessitates an open house at Frank's until late in November. His place is filled to overflowing during the hunting season, for, not only do the deer abound in the woods adjoining the resort, but there is no section throughout the northern peninsula of Michigan where partridge and ducks can be found in such quantity. Here's a bit of proof. One ardent hunter, from Joliet, bagged seventy-four ducks in two hours' shooting one morning last fall, within a stone's throw from the resort.

But the hospitality—ah, that's the thing. And I believe it's at the bottom of it all. They're all palls at Frank's, and Frank is one of them. Coming in late from a day's fishing, Frank's guest doesn't have to wait until "breakfast is served" for a bite to eat. He paddles out into the kitchen, boots and all, and helps himself. Every Friday night—hence the opening story—the gang congregates in the "livin'" room, the phonograph is hauled out, and they dance. Everybody dances with everybody else. Straight programs and white shirts are barred. And, just as an illustration, one gay young Lochinvar from Detroit who ventured to appear at a Friday night "social" in a pair of white duck trousers, and a sport shirt, was promptly spilled in the drowsy waters of the nearest lake. Snobbishness, exclusiveness and manicured nails are completely tabooed at Frank's.

But the fare—the eats, Oh Boy. What do they eat? Well, fish, for one thing, and lots of it. Brain food, y'know. But a few years ago Frank hauled out the hoe and started to work to make about twenty of his thirty acres work for him. Now he gets fresh vegetables in sufficient quantities to supply the table during the entire season. He bought a cow—fresh cream and milk. He shipped in a load of chickens, fresh eggs and meat for Sunday. Every morning comes a supply of fresh meat and other food stuff from the Manistique market.

And when you sit down at Frank's table it's there—piled up in front of you. No side-dishes, or the like. There's a platter of chicken, another of sweet corn, sweet potatoes, beets, parsnips, carrots, etcetera, ad infinitum—the things that constitute a real home-like meal for a real, home-like man or woman. If one helping doesn't fill the cavity, have another, says Frank. And just to call his bluff one diminutive, demure school miss peeled an even dozen ears of Yellow Bantam off the platter in a single sitting, and then remarked that she had "cultivated quite a taste for corn." "Yes," Frank replied, "And I have cultivated another acre to corn."

Now, why doesn't Frank "open up?" Why doesn't he enlarge—and reap the waiting list? We'll let him tell you the reason:

"Because I'm one of this gang," says Frank. "I hunt and fish with 'em; like to be with 'em and enjoy the life as they do. Now, if I had a hundred rooms, an elaborate fare and a host of employes—say, where would I get off at, Huh? Thirty it is, and thirty it always will be."

Although the total number of hogs packed during 1920, as well as the volume of pork products exported and the yearly average price were considerably above the level of pre-war times, yet these indicators of the status of the industry show that at the end of the year the pre-war basis had been practically restored.



# Tri-State Cloverland Development Under Way

By L. D. TUCKER

THE three states of the Union comprising the region familiarly designed as The Northwest—Michigan, Wisconsin and Minnesota—have united in the first concerted effort towards the industrial development and expansion of that region. The co-operative combine was effected at the tri-state conference held in St. Paul, Minnesota, in January of this year. It is a singular fact that though strikingly similar in natural resource, in economic advantages and in the industrial problems of each, these three states have never before officially joined hands in the great movement of expansion.

What is to be the result?

Consider, first, the recommendations resulting from the conference. Experts in land development and colonization, agricultural authorities and forest engineers, as well as others trained in the work of developing natural resources, agreed to urge the establishment of sound rural credit laws so that the new settlers may be adequately financed; to encourage increased tourist traffic to the Northwest; to support legislation providing for reforestation; to push to the limit the institution of forest reserves, as well as a complete soil survey and classification of the great region of the Northwest. Lastly, it was decided to request, from the government, the use of millions of tons of TNT, now lying idle, for the preparation of the vast expanse of idle, agricultural land which constitutes the gravest problem to be solved.

If the conference accomplishes nothing else, it has brought to light the salient facts pertaining to each of these vital factors in the industrial status of the Northwest—but it is proposed to achieve a great deal more.

The congress was called by the governors of the three states, these executives agreeing that, since the problems of one state were, in a measure, the problems of the other—no more effective step towards their solution could be taken than that of co-operating in a great campaign of effort and education which will, it is hoped, result in creating sufficient public sentiment to bring pressure to bear upon the legislative powers who are directly in position to remedy the above-mentioned industrial problems.

Since lumbering is, and always has been, the premier industrial activity, throughout the northern sections, particularly, of these three states, it would seem that this phase should be given primal consideration by the committees in each state appointed to carry out the recommendations of the tri-state congress.

## The Soil Survey.

Wisconsin is the only state of the three which boasts the soil survey, and it cannot be denied that Wisconsin leads her two sister states in agricultural development. Immigration and colonization officials in Wisconsin frankly declare that the soil survey is their biggest "selling argument." And it is only logical that it should be. The lack of a soil survey has been the greatest drawback with which Michigan and Minnesota have had to contend in the settlement and development of their idle lands. It is a difficult task, officials of the latter two states agree, to dispose of land without the facilities at hand for describing and classifying it. Statistics show that the land inquiries received by the Wisconsin department of immigration far exceed those received by the similar departments of either Michigan or Minnesota.

Here, then, is the first function of the tri-state congress, as concerns Michigan and Minnesota—the soil survey. Michigan, with its 10,000,000 acres of idle, cut-over, stumped lands, and Minnesota, with a corresponding amount, present a gigantic task in land classification and soil survey. And only through an energetic campaign of public education—a campaign which will spread the facts and figures to every voter in every community of



Governor J. A. O. Preus, of Minnesota, Who Issued Tri-State Convention Call

both the latter states—can the desired result be accomplished, for upon public sentiment depends all legislation.

There is time, when that is accomplished, to perfect the organization of state and county departments for the carrying on of the great settlement project. But there can be no definite, effective colonization policy in any agricultural region without a complete and accurate survey of the soils of that region. There is no alternative—no side-stepping that fact. It is inevitable, if Michigan and Minnesota are to hold up their ends of the tri-state union.

## Reforestation

It is generally conceded, too, that while the majority of the idle acreage of the three states of Michigan, Wisconsin and Minnesota is adequately adapted to agriculture, there is an ample percentage which is not—and here, again, is a situation covered by the recommendations of the tri-state congress—reforestation.

An authority on Michigan's forests tells us that: "While we have been taking it easy the undisputed fact has developed that hemlock lumber costs around \$60 a thousand feet in Michigan and that white pine is practically off the market; that Michigan has more than 10,000,000 acres of idle former forest land and a constantly growing freight bill on imported lumber; that the pulp mills are moving to Canada; that we are the most generous users of forest products in the world; that France and Germany have for centuries kept about a fourth of their

entire land area in productive forests and still have been forced to import more and more timber—and that, within fifty years, in spite of anything we can do now, we shall be down to a per capita consumption of timber no greater than that to which France and Germany have become adjusted through many centuries and with which they are barely able to maintain their industries."

So the question becomes now, what is to be done about it? The statement above applies as strongly to Minnesota and to Wisconsin as it does to Michigan. The forest resources of the Northwest is rapidly diminishing, and, unless measures are enacted within the next few years, this region, now famed the world over for its seemingly limitless supply of virgin timber, will be begging from Russia and the Amazons for our supply.

The woodman's axe, however, is not the only destructive factor, as concerns the forest regions of the Northwest. Experts on forest fire prevention and protection tell us that this source has caused the destruction of slightly less than twenty-three per cent of the timber throughout the entire district. With the saw-mills ripping up something like 30,000 acres of virgin timber in Michigan, Wisconsin and Minnesota, and the fires doing their full share towards the ultimate complete extermination of the forests—each year—there is another gigantic task ahead of the tri-state conferees. A safe and sane forest fire policy is far more vital to the Northwest

than the safe and sane "fourth"—yet much more is heard about the latter than the former.

Reforestation, and forest fire prevention and protection, therefore, constitute another vital item in the program outlined at the St. Paul conference.

## Rural Credits.

Colonization and land development experts, present at the meeting, were agreed that hewing a home out of a forest is not an easy, nor an inexpensive task. The development of such of the Northwest's idle lands as are adapted to agriculture has been, and always will be, a pioneering job at best, and no task for a weakling to tackle. Yet, even strong arms cannot accomplish the impossible, and the pioneer settler of Michigan, Wisconsin and Minnesota needs help—financial help.

We often hear it expressed that it requires three generations to make a farm. It is almost strikingly true in any cut-over region. The one advantage is low-priced land. The one big disadvantage is the time required to make that land productive, and, in the meantime, what becomes of the farmer. There is an urgent need for the establishment of a rural credits policy which will carry the farmer-settler over the first year or two of his settlement—to pilot him safely through the trying period of pioneer development, until his holdings have become sufficiently productive to yield net returns. The matter was thoroughly discussed at the St. Paul conference, and a practical, workable plan outlined. The plan is there. It remains now to put it in motion.

## The Tourist Traffic.

When we talk of "natural resource", as applied to industrial progress, we mean, usually, those factors or facilities with which nature has endowed any region, from which may spring the basis of future industrial development and progress. Up to a comparatively few years ago, "natural resource"—to the Northwest—was meant to apply mainly to timber, soils, waterways, minerals and other features relating primarily to the mill or factory, as significant of actual industrial progress. The past few years, however, have established a new element in natural resource for Michigan, Wisconsin and Minnesota. It is the scenery, inland waters, climate and other features which combine to attract the summer visitor—or tourist, to a region. And the Great Lakes district, with its thousands of miles of shore line, the countless inland lakes and streams, the unexcelled highways, the virgin forest and rolling plain, is adequately equipped to rank among the leading tourist centers of the world. The tourist crop never fails—and the conferees at St. Paul agreed that it is a crop which the Northwest might profitably cultivate. Statistics presented during the meeting established, beyond a doubt, that the tourist traffic is the soul of any new region's industrial expansion and that a campaign to attract the tourist to the Northwest will be vastly beneficial.

## Summary.

It is a tremendous program—as outlined at the St. Paul conference, yet concrete, practical and directly applicable to the Northwest region. It should bring results, and, in the meantime, the lumberman, the farmer, manufacturer, miner, merchant and others to whom the economic interests of the region are of immediate concern, breathe a bit easier, because the first concerted step towards remedying these conditions has been taken.

When the contemplated new bridge spans the waters of the Great Lakes, where these flow through the straits between Lake St. Clair and Lake Erie, for the second time in history will the shores of America and Canada be thus intimately connected.



# Flax Is One of the Best Crops on Cut-over Land



**O**N Greater Cloverland farms results in the last few years show very clearly that the climate and soil conditions of Upper Michigan, Wisconsin, and Minnesota are particularly suited to the production of flax. Farmers throughout this region need just such a crop because it meets the needs of settlers. Flax does especially well on new land and is considered one of the best crops grown for subduing newly broken land. In Cloverland, yields average higher than in any other part of the country. Flax matures in 85 to 95 days after planting which means that the shortest season is long enough for this crop. Flax is rarely injured by early spring frosts or freezes or by summer frosts. It grows well on a wide range of soils and requires no special machinery for planting and handling. The amount of labor needed is small compared with most cash crops, and there is ordinarily a ready market for both seed and straw.

Cool short seasons are particularly favorable to flax growing. The crop can be planted as early as oats or seeded as a catch crop late in June. In Greater Cloverland, flax supplies the most promising cash crop on lands not suited to potatoes, and flax is a good substitute for potatoes on sandy soils when, for any reason, that crop is not available. What the Cloverland farmer needs is a cash crop that can be grown where the seasons are short and the summers cool and where capital and labor are limited. Flax meets all of these requirements.

In discussing flax for Greater Cloverland we refer, of course, to seed flax only, but there are really two kinds of flax grown in this country, one, short strawed and many branches, yields a large proportion of seed. This kind is grown primarily for its seed and is called seed flax. The other kind, called fiber flax, has long slender stems and very few branches and produces very little seed. It is grown primarily for the fiber that is in the stems and the seed is used as a by-product only. At this time, we are considering fiber flax as a Cloverland crop. Seed flax, however, yields considerable straw which, though not as valuable as the straw of fiber flax, is of growing commercial importance.

The straw which remains after the seed is threshed, was once considered

valueless and stacks of it were burned to get it off the land. More recently it has been found valuable for its fiber. This is especially true of the straw grown in Greater Cloverland, for in this region the amount produced is not only greater, but the quality is superior. A yield of a ton to the acre can be expected from a fair crop of flax. When this straw is run through fluted breaker rolls and the woody part is partly separated from the fiber, it becomes what is known in the fiber trade as green tow. This green tow is used extensively in upholstering, in the manufacture of rugs, and for purposes of insulation. It is often supposed that this tow is used in making thread, yarn, and cloth, but it is the long fiber of fiber flax only which is suitable for such purposes.

Previous to the last few months there was a very active demand and a good price for flax straw. This period of active demand and good prices extended back over many years and we are warranted in assuming that the present inactive market will not long continue. Both flax straw and seed have come in for a full share of the great market tumble, and must endure the general price depression now being experienced in most commodities. As there was a large acreage of flax and a very good yield this last year, which resulted in a more than normal production, the market situation for flax was made especially bad. In flax, a year of over production is generally followed by a season of reduced acreage. From the experience of past years, consequently, we can expect flax to be a good crop to plant next spring.

Any reasonable fertile soil that will produce wheat or oats is suited to flax. The important thing is to use a soil that can be worked up to a good seed bed and made reasonably free from clods, sink holes, rocks, roots, and the like. Poorly drained soils of any kind should not be used. Flax will withstand a great deal of wet weather and very cold soils, but will not withstand water-logged soils. Very light sandy soils will produce poor yields, but ordinarily sandy loams give good results. Heavy clay soils when carefully prepared give

splendid yields of both seed and straw. Soils which have been infested with weeds should never be used for flax, and quack grass and Canada thistle lands are especially unsuited.

Diseases of flax, especially that called flax wilt, have caused very little trouble in the Cloverland Country, but in other sections they have done great damage. To be on the safe side, therefore, plant the wilt-resistant seed. There is plenty of this disease resistant seed and a list of sources may be obtained from your state experiment station.

Use 25 to 30 pounds of flax seed to the acre. If more seed is used, a higher yield of straw may be obtained, but the yield of seed is reduced. If less seed is used, weeds are likely to cause serious trouble. In the Dakotas and Montana, a smaller amount of seed is used, but in humid regions, such as in Cloverland where weeds are much more troublesome, a greater amount of seed is necessary. Early planting of flax usually pays best. Light frosts and freezes of early spring rarely injure the crop. Seed about the same time as for oats or just after the oats are planted. The exact time will vary with the season and location, but throughout the Cloverland country flax should generally be planted in May. When conditions prevent early planting, flax can be planted as late as the last of June with reasonable assurance of a good crop.

There is no better crop known than flax with which to seed down clover. Flax stems are slender and the leaves are small and drop off early. This allows the sunlight to reach the clover during its early growth and as a result makes a good catch of clover more certain.

Any seeding implement that will distribute the seed evenly on the surface and not cover too deeply is satisfactory for flax. Sowing broadcast by hand is a good method for seeding small fields or any fields that has stumps or large roots present. A broadcast seeder is considered the best implement, for by its use the danger of deep seeding is avoided. If a grain drill is used, the spouts must be pulled out of the shoes and wired

in such a manner that the seed will be scattered on the surface behind the disks or shovels, and not dropped into the furrows. The seed should then be covered by light harrowing or with a corrugated roller. In Montana and the Dakotas, flax is drilled just like wheat and oats. In that section moisture is limited and drilling is advisable, but in regions of cool moist weather, such as we have throughout Cloverland, such a method would not be very satisfactory.

If the soil crusts before the flax has come up, a corrugated roller or harrow should be run over the field, but if the seed has germinated and the young sprouts are pretty well along, no surface treatment should be given. Under such conditions rolling or harrowing will do a great deal more harm than good.

If flax gets a good start over weeds, it will take care of itself until harvest. The harvest season runs from late June to late August or early September, depending upon the time the crop was seeded. It is cut with an ordinary grain binder and shocked just like small grain. It is advisable to stack, although threshing from the bundle is satisfactory when weather conditions are favorable. In any case the threshing should be done as early as possible. An ordinary grain separator, properly adjusted is used for threshing.

A good crop of flax in the Cloverland country will yield from 10 to 20 bushels an acre, and an average of 15 bushels can be expected. The average yield of flax seed for the last ten years in Wisconsin and Minnesota is nearly 11 bushels to the acre while the average yield for the United States for the same period is less than 7 bushels. In Cloverland the yield of threshed straw will vary from less than a ton to a ton and a half an acre. Cloverland farmers, therefore, can afford to give consideration to the growing of flax.

The total value of Wisconsin crops in 1920 was \$323,427,000, the annual crop production review by Joseph Becker states. This is 19 per cent less than the crop value in 1919, but is 147 per cent higher than their value at the time of the last census, 1909.





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MARCH, 1921

## Seed Experiments

ONE of the largest and most successful seed houses in the United States, the Albert Dickinson Seed Company of Chicago, represented actively in the Cloverland territory with its great branch house at Minneapolis, has taken a keen and vigorous interest in the development of the cut-over or former timber lands in northern Minnesota, Wisconsin and Michigan.

This interest has been far and above any direct selfish interest, and based on the broad policy of helping provide the best seed and the best results in a series of important agricultural experiments in the development campaign in a section described by Hon. Frank J. Hagenbarth, the government expert, "The greatest agricultural and livestock section in the United States, if not in the world," in its potential development possibilities.

The laboratories of the Albert Dickinson company have carried on seed experiments for Cloverland, which have been described in previous issues of this magazine.

Early in 1920 the Dickinson company furnished ten lots of 25 lbs each of free pasture seed, carefully prepared with a view of its experimental value on cut over lands, to well distributed parts of the Cloverland territory, and to the following farms and farmers for use during the season of 1920:

Gus Hendricks, on Route 1, Exeland, Wisconsin.

Frank Zapatka, Radisson, Wisconsin.

D. L. McMillan, superintendent Experiment station, M. A. C. Chatham, Michigan.

Burton Householder, manager Whitney farms, Whitney, Michigan.

Otto I. Bergh, superintendent, Experiment station, Agricultural dept., Grand Rapids, Minnesota.

J. P. O'Malley, Bayfield, Wisconsin.

Louis Anderson, McGregor, Minnesota.

Charles Boltman, Moose Lake, Minnesota.

Charles W. Scholtz, Route 1, Jim Falls, Minnesota.

Fred D. Vibert, Cloquet, Minnesota.

Dr. H. H. Bryant, field representative of Cloverland Magazine, personally and by letter arranged for the carrying out of the experiment with this specially prepared seed.

Allowing for the eccentricities of the season as to weather conditions and untoward circumstances, the experiment was a success, and its results of value to all Cloverland.

Cloverland Magazine was not able to obtain any photographs from the field, but received during the season frequent reports which furnished interesting reading.

Gus A. Hendrickson, Exeland, Wisconsin, reported that, on account of

dry weather, the grass seed did not do so well as he anticipated until late in the fall. He expects a very satisfactory showing this year.

Frank Zapatka, Radisson, Wisconsin, reports excellent results. The mixture was planted on a "burn", secured fine catch and he reported the grass coming well in midsummer. In January, 1921, Mr. Zapatka reported: "Seeding was pastured in fall and there was a good stand of grass and clover. I will be able next spring to tell you just which grass did the best."

Supt. McMillan, of the Chatham, Experiment station, sowed the mixture on freshly burned areas on the state farm, reporting in early summer a good start on the heavy loam soil, and predicting the grass would do well, if the grasshoppers did not get to it first. Later reported the pasture doing well, with a splendid catch.

Burton Householder, from the Whitney, Mich., farms, planted on a burn, obtained an excellent catch, with the grass coming well and said: "We are well pleased with the seed and the outlook."

Otto I. Bergh, Grand Rapids, Minnesota, station, turned the seed over to Howard Watson, a progressive farmer of Rabey, Minnesota, who will make a thorough experiment with the seed during 1921.

J. P. O'Malley, Bayfield, Wisconsin, planted the mixture on a burn, and used only a part of the seed, holding the remainder for a comparative test in the season of 1921. He reported his first planting coming well and producing satisfactory returns the first year, with a good stand.

Louis Anderson, McGregor, Minnesota, planted the mixture the first week in May on burned land, had a good catch and reported the crop "coming fine." He was more than pleased with the showing at the end of the first season, the clover and timothy being especially good.

Charles Boltman, Moose Lake, Minnesota, was unfortunate in that a heavy rain came up the night following his sowing, washing out the seed and preventing the conclusion of his experiment.

Charles W. Scholtz of Jim Falls, Wisconsin, sowed part of his 25 lbs on a burn, retaining some for a comparative test this year. His results for the first year were reported as "coming well."

Fred D. Vibert, Cloquet, Minnesota, is a state senator. The experiment with the Dickinson seed was made through him on the Fred Sanborn farm, where it was planted on burned over land, picked up clean but not stumped or harrowed, and where a fine stand of oats resulted.

The field men of the Dickinson company are working this spring with the county agents and dealers of Cloverland in an effort to distribute seed to the farmers which will be of the highest and clearest character, and calculated specially to thrive under the conditions which prevail all through the Cloverland section.

The 1920 experiment was certainly a generous and appreciated expression of the Dickinson company's confidence and interest in Greater Cloverland.

## Green Bay Exposition.

CLOVERLAND retail merchants to the number of three thousand were entertained February 8th, 9th, 10th and 11th at Green Bay, Wisconsin, as guests of the jobbers of that city. The event was the First Annual Industrial Exposition of the Jobbers' division of the Green Bay Association of Commerce.

Fifteen thousand business men of Northern Wisconsin, Michigan and Minnesota received invitations from their jobbers with coupon tickets entitling them to admission to all of the various amusement and educational events scheduled for the week.

Sixty-one jobbers of Green Bay displayed the products of their warehouses to twenty-five thousand visitors and home people during the exposition and most cordial relations were established between the distributing houses and their customers in

the three states. Only the lack of additional floor space in the exposition halls prevented the display of the product of twenty-five other jobbers.

The exposition was unique in the history of Cloverland. It was the first of its kind ever held in the district, was confined wholly to jobbers doing business out of Green Bay and members of its Association of Commerce and had as its guests three thousand of the retailers and business men who have been buying from these jobbers.

The exposition was carefully planned and was preceded by a survey which made necessary the handling of 82,000 names representing the various accounts on the books of the sixty-one jobbers participating. This survey brought out fully the jobbing possibilities of Cloverland and demonstrated the rapid increase in the number of retail institutions of the district and the amount of business transacted by them.

Green Bay as a jobbing center existed before Cloverland was anything more than a range for the Indian and fur bearing animals. The first jobbing accounts were opened between the French trader and the Indian trapper and hunter. The sites of the present wholesale houses marked the sites of the fur trading posts of John Jacob Astor and his associates and the warehouses at "LaBaye" furnished the supplies for trading posts established far into the interior.

The French traders came to Green Bay because it was a hub or a strategic point from which trade routes radiated to all parts of Wisconsin, Northern Michigan, and in fact, the entire middlewest. Jobbers came to Green Bay for this same reason, and the overland trade routes have been augmented by numerous rail routes, water routes, surfaced highways, and of late, even air routes.

With the growth and colonization of the immense cut-over districts of Cloverland, the rapidly increasing retail business made it plain that more and varied lines must be handled by its jobbers and today a spirit of co-operation has developed among these jobbers which is remarkable and inspiring.

The exposition brought out many features of interest. It developed a feeling of optimism among those attending as to the outcome of business and the fact that retailers were again increasing their sales and were prepared to buy in larger quantities from jobbers.

It demonstrated that business establishments in Cloverland were sound and had weathered the period of adjustment that had so thoroughly disrupted business in other communities. In other words, this meeting of business men in one common event and interest brought out information which indicated that Cloverland was again on the way up, whatever the condition of business in other communities.

The National Dairy Show of 1921 goes to Minnesota. The dates are Oct. 8 to 15, inclusive.

A delegation of business men representing St. Paul and Minneapolis interests came to Chicago to convey an invitation to the Executive Committee of the National Dairy Association to hold the 1921 show on the State Fair grounds of Minnesota. The heartiness of the invitation delivered by the men of the Twin Cities, coming, as they said, with the endorsement of the whole Northwest, and the enthusiastic picture of dairy progress in the Northwest, left no alternative

to the committee other than to accept the invitation.

So it is now everybody together for a big dairy inspiration meeting for 1921 in this wonderful dairy country.

In three months Minnesota has added 40,000 members to its Farm Bureau Federation. The total membership the first of this month was 54,000, which is an increase from 14,000 as the result of a ninety-day campaign. President L. E. Potter reports that township units are now being organized at the rate of twenty per day.

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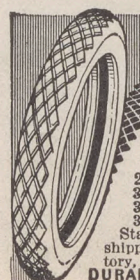
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# CLOVERLAND MAGAZINE



## Some Things Town and Country Folks Share

By E. L. LUTHER

**T**HE war period and the changed conditions since have driven the farmer to look out for his own interests. These changed conditions have a direct effect upon city affairs and must be reckoned with by city folks. With a cause and trained leaders the farmers add their problems. The farmer at last becomes a potential member of the community. These days his main troubles are economic.

Now we come to the need of making a couple of broad, general statements:

1. Every economic injustice to any group or to any member of that group by another group or any member of another group cannot breed other feelings than those of resentment.

2. Within the business perview of people here assembled, that is, within the field of membership of commercial organizations there probably are some people who have imposed and are imposing upon country people within their trading and business zones, and upon city people, too, for that matter, conditions which range all the way from the nettle to the barberry in provoking aloofness.

While it may be limited to many or few, I do not know, the effects become general.

As I proceed I do not wish to be misunderstood. I am not presenting theories or opinions of my own, reasons or arguments, in what immediately follows. I am only presenting things to you which actually have happened that you may know some of the things which prompt farmers to act economically as they do, with the view that you will be the more able to make the American City Bureau more beneficial to the mutual relations of farm and city.

In my work among farmers and country folks I hear a good many things. I will relate two or three instances.

A woman in the country wanted some garden hose. She called at a retail shop within the field of membership in a commercial organization to get it. A price of 20 cents a foot was made her. She thought that was a pretty steep price but took enough to meet her immediate needs. Dry weather becoming severe she went back to the store in about two weeks to get an extension to the hose. This time she was charged 25 cents a foot for hose from the very same roll from

which she had purchased before. She raised objection but was made the answer that hose had "gone up." After some argument and after she had shown that this was from the very same roll from which she had secured the hose before, the price was reduced to 20 cents a foot.

This may be a small matter. But if with garden hose, why not with other articles with which the price has cavorted of late?

Here is another:

A farmer needed a tank heater. He went to a retail shop within the field of membership in a commercial organization and was made a price of \$15.00. But "seeing that it was he", a reduction of \$2.50 was made. The farmer did not buy but tried in a smaller town and was made a price of \$9.00. As he was making money pretty easily by looking the matter up, he ran "Lizzie" out to a country cross-road and got his tank heater for \$7.50. That farmer is WONDERING.

One or two Robbins do not make a summer. Neither do two instances prove much. So here is a third.

Within the field of membership in a commercial organization a farmer sold his hogs for 13 cents a pound. That very day he bought ham of the butcher within the field of membership of the same commercial organization and was charged 60 cents a pound! He thought that 47 cents was quite a "spread" between what he got for his hogs and what he had to give for ham. He wrote to another town and got ham mailed to him at 42 cents a pound! You can see here the beginning of a real mail order business.

Now of course I do not know that the butcher was to blame, or where the "spread" lay, but it was not with the farmer and surely not attributed to the farmer.

A man's heart is said to be reached through his stomach. If that is so, then his stomach is reached through his pocket book.

Enough of small matters. Here is what is happening right now with the farmer's products and what he buys:

- (a) Hogs are low, ham prices up.
- (b) No market at all for wool, woolen clothes prohibitive in price.
- (c) Hides away down, shoes still well up.

(d) Wheat about normal, bread 17 cents a loaf.

(e) Sugar: The farmer realized about \$12 a ton for his beets last fall. A ton of beets will produce about 240 pounds of sugar. That means that the farmer got 5 cents a pound for his sugar. He bought it back for 30 cents!

(f) City milk: The farmer gets from 5 to 7½ cents a quart. What would the farmer pay if he bought it back? Well, what do you folks pay?

(g) Cheese: Scarcely any price to the farmer for his cheese. At the store now we pay 40 cents.

(h) Butter: Chicago, score 92, 52½ cents. This means that the farmer would get around \$1.80 for his butter-fat and about 50 for his skim-milk from 100 pounds of milk or \$2.30 a hundred for his milk. Not a great deal for the farmer in butter making.

(i) Potatoes: Last fall the farmer got around \$1.30 a bushel for his potatoes. If he bought them back he paid from \$5.00 to \$6.00 a bushel. At planting time this year he really invested from \$40 to \$50 per acre alone.

Everything that happens must happen in the country or in town. You see what has happened and is happening to the farmer's stuff when it leaves his hands in the country. All else that happens to it must happen in town. Just what has caused all of this to happen to the farmer's stuff in town he does not know, whether the short day and long pay or the lowering of production effort in town or manipulation. Maybe there is ample justification for it all. Surely the farmer is working long hours and putting forth his usual effort. It looks to the farmer as if little fault could be found with him for the general economic troubles in which the country finds itself. So we put it up to the American City Bureau to remedy what has happened to the farmer's stuff in town, if it can be remedied.

In his general manufacturing processes the farmer needs:

- Ground lime rock,
- Commercial fertilizers,
- Building materials,
- Barn equipment,
- Farm machinery,
- Fence wire,

- Binder twine,
- Salt,
- Feeds,
- Flour,
- Sugar,
- Cement,
- Coal, gasoline, lubricating oil.

Most of these staples have trade organizations established. If the farmer has to patronize all of the agents of distribution from factory to farm, he now finds his own manufacturing processes in his part of food and clothing production seriously hampered.

For instance, a group of farmers needing alfalfa hay found that between them and the Colorado alfalfa fields were eight different sets of bookkeeping adding cost charges and per cent profits! They decided to go direct to Colorado and "cut out" the bookkeeping, and saved themselves \$10 a ton on the alfalfa hay, reducing the price from \$31 a ton to \$21.

This has called for solution by the farmers. His resort has been to organization both in disposing of his products and in buying the materials which enter into his manufacturing processes. The farmer looks upon this as a matter of self-defense. So the country has in the great city milk producing centers milk producers' associations. Almost over night a great potato growers' exchange has sprung up in a neighboring state. Forty thousand farmers in Wisconsin are in the Wisconsin Society of Equity to buy and sell as direct as possible. Seventeen live stock shipping associations in one county did a business of \$300,000 in 1917, of \$700,000 in 1918, and \$1,000,000 in 1919. What this is going to mean to business in town is only a matter of conjecture.

The situation is presented as it is. Without any question this situation is bound to obtrude itself upon the commercial secretaries of America.

The first disposition of course will probably be to fight. But fight will do no good. The only thing which will endure will be peace. Industrial peace can come only through the proper exercise of control, either self-control or compelled control.

The American farmer has an investment which will average up well with the investment of the average city business. He no longer looks upon

(Continued on page 21)





# Successful Experiment With Winter Sheep

By LUCY KNEELAND BEEN



**B**AA, baa, Black Sheep, have you any wool?  
 Indeed yes. And if you are inclined to be skeptical, come up north to Skanee, Baraga county, Michigan, and see for yourself. True, we live along the shore of Huron Bay, one of the cold arms of Lake Superior, but we have proven conclusively that we can raise as good sheep as we can apples, grain and potatoes. Assuming that you know something of these other products from Baraga County, that is saying a good deal, you will admit.  
 The sheep-raising enthusiasm has penetrated our farming community, and the results establish the fact that

expectations. The output of time and money has been nominal, and the results satisfactory. Consequently he plans to go into the work far more extensively during the coming year.  
 Mrs. Louisa Lundberg, mother of Mr. Lundberg, is most enthusiastic on the sheep question, having herself enjoyed great profit from the experiment. Grandma Lundberg, as she is affectionately known in Skanee, cards and spins the wool and knits mittens, socks, sweaters and garments of all kinds. That her son's experiment has been highly gratifying to her is obvious to anyone who sees her seated at her spinning wheel.  
 In these days of highly developed

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

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

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

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

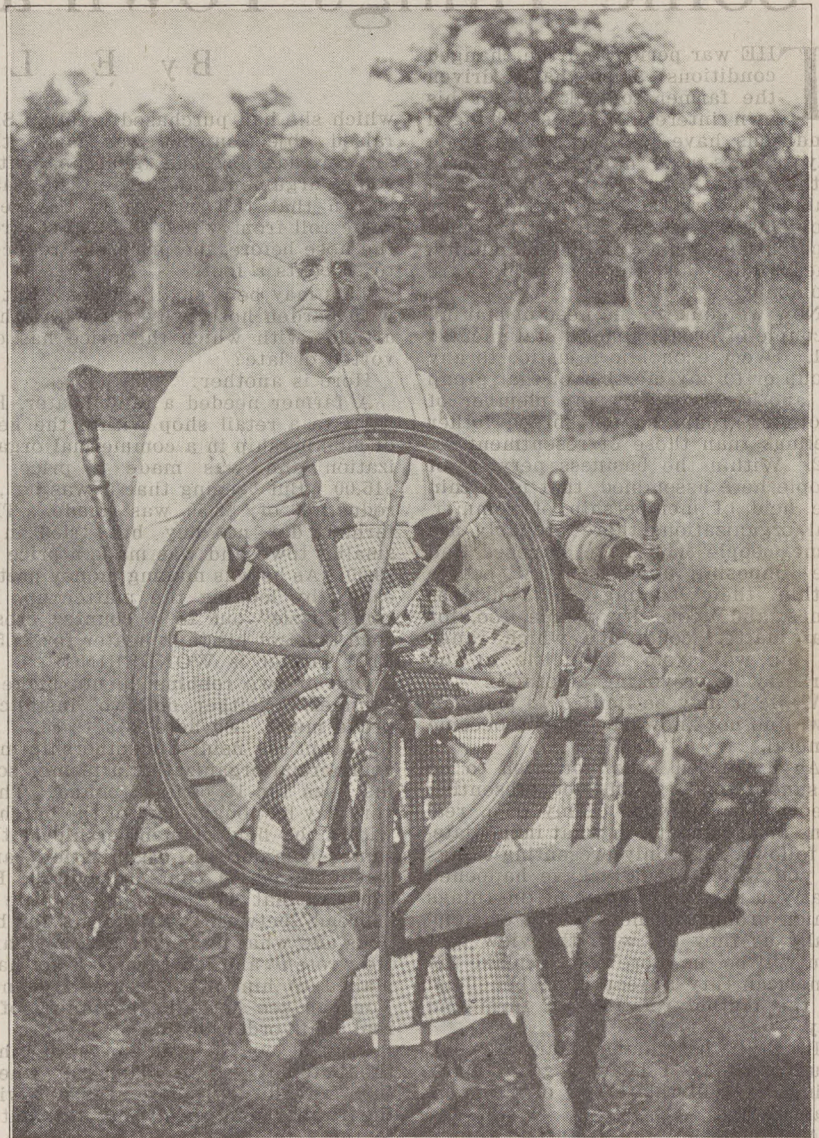
**J.W. WELLS LUMBER CO.**  
 MENOMINEE, MICH.

**GIRARD LUMBER CO.**

*J. W. Wells, President*

DUNBAR, WIS.

MENOMINEE, MICH.



*Grandma Lundberg Still Uses Her Spinning Wheel*

the Huron Bay region is ideal for the industry.

Harry Lundberg is our pioneer in this promising experiment, and the success that he has achieved is more than convincing. Mr. Lundberg started sheep operations with fourteen Hampshires and one Shropshire ram. Now he has twenty-seven head, all told.

They weathered their first winter, which was an unusually long and severe one, without any inconvenience, unless it was that they were entirely too warm in the barn. During the present winter Mr. Lundberg plans to leave them outside, with accessible shelter for severe weather. His farm is especially adaptable to sheep-raising, being well sheltered and possessing a number of streams and springs. That, in fact, is an advantage peculiar to this region, for there are innumerable brooks and springs to be found everywhere about.

Financially Mr. Lundberg's experiment has exceeded his most sanguine

mechanism, the individual has abandoned the crafts by means of which he made himself independent in the past. But Grandma Lundberg, who has expressed her satisfaction in her son's experiment by bringing forth from the attic the ancient spinning wheel, can well say "We have no fears of profiteers." Nor, for that matter, any terrors of a cold and calculating merchant who might misstate the exact percentage of wool or the thickness of the material in one's garments.

Here one can go right into the pasture, provided he can successfully maneuver to pass the ram, select the nicest and woolliest sheep before shearing, decide on the color and the style, and Grandma Lundberg will do the rest. She cards it, washes it, dyes it, and spins it into a yarn such as the ordinary wearer of "all-wool" clothing has never known. Then Grandma Lundberg knits it into the most attractive garments imaginable.

*(Continued on page 11)*



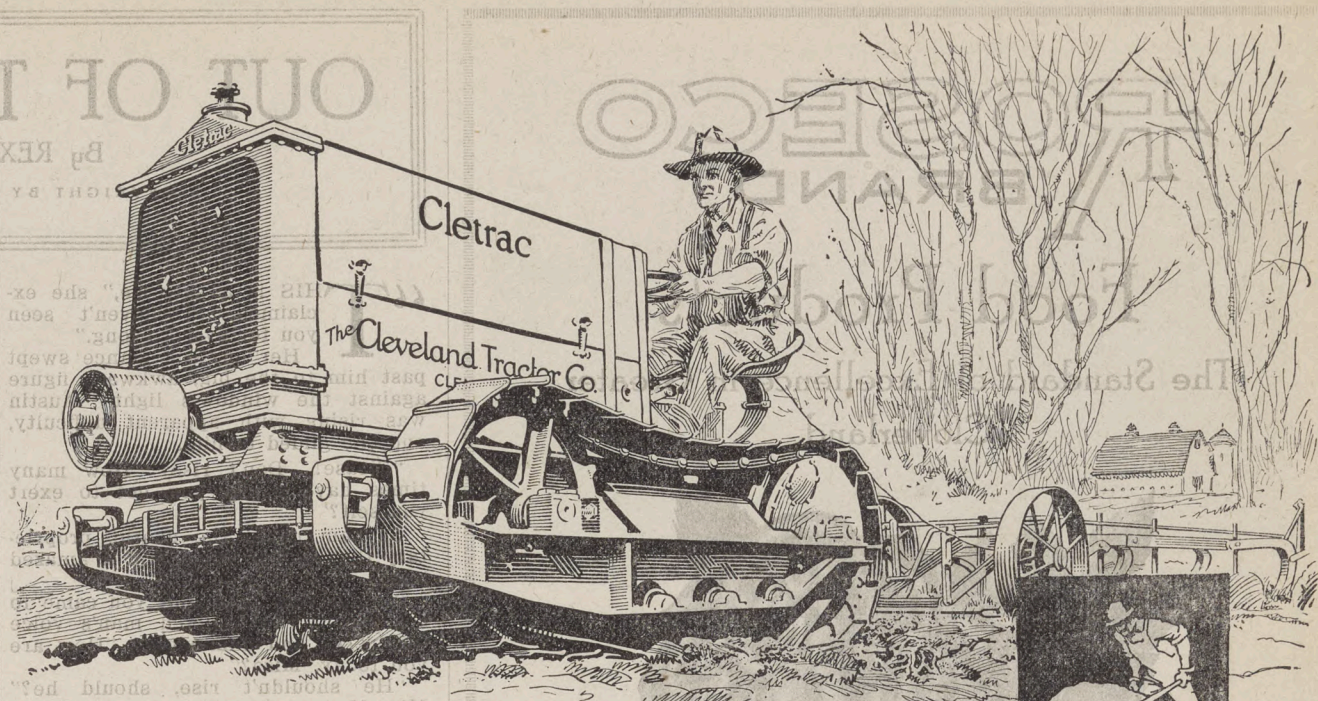
# Sanford at Head of Farm Forestry

THE executive committee of the Michigan State Farm Bureau, at its meeting late in December, voted to establish immediately a forestry department with Prof. F. H. Sanford of Michigan Agricultural College in charge. Prof. Sanford took up his new duties on January 1. He has been in close touch with Upper Peninsula forestry problems in connection with the college for fourteen years. For six years prior he was engaged in work connected with the forestry industry.

By this action the State Farm Bureau takes the leadership of the United States among state farm bureaus and agricultural colleges. The New York College of Forestry has been operating an exchange service whereby it has kept on hand lists of producers and buyers of wood-lot products for their mutual information, but that is the only extent to which any organization has previously undertaken to solve the wood-lot farmer's problems.

Reasons for the establishment of this department may be grouped into six classes. First, the economic necessity for better marketing facilities has been voiced by farmers in all parts of the state and particularly in the Upper Peninsula. Second, before a program of reforestation could be planned it is necessary to bring about an agency which can classify land as to its availability for agricultural products and for timber; this is such an important matter that it comes first in the program of general reforestation of the state. This work might be best brought about by a state department of forestry which would also have charge of fire protection, and forestation problems. Third, up to the present, when farmers have sold their timber they have found it necessary to make greater cuttings in order to make reasonably profitable shipments than was to their best interests in the future. The new department will establish a pooling system by which farmers can market certain parts of their timber holdings each year and still hold a standing amount of wood so that they can continue to market systematically for an indefinite period. Fourth, there was a call on the part of farmers engaged in the smaller industries like maple syrup and sugar making and nut growing for organization on a state-wide basis to raise the business to a profitable basis. Fifth, the need for forest preservation has long been known in the state. For the last ten years the wood-lot industry has been diminishing. To answer this need the Forestry Department will not only work along the lines of re-planting and systematic marketing but will also arrange for the sale of posts which have been treated with creosote and having a longer life. Sixth, owners of wood-lots have been in need of expert unbiased cruising service. Many a farmer has lost on his timber because he has had no way of checking up on the estimates of the professional cruiser sent out by the firm to which he sold his trees. Experience in connection with the forestry department of M. A. C. has shown the need of such a service and calls have been made to the state farm bureau which it was unable to fill.

Investigation into the forestry problems was made by Prof. Sanford last summer in all parts of the state. He made an extensive report to the state farm bureau at that time which has been under consideration since. So broad a problem could not be undertaken without serious consideration of every phase of it. Farm Bureau members of the Upper Peninsula asked for special service in marketing fence posts at the meeting of county agents at Marquette on November 24. It was estimated that approximately 1,000 carloads of fence posts could be marketed from the Upper Peninsula if satisfactory arrangements could be made. The state farm bureau hopes to have the arrangements made as soon as possible to extend this service.



## The War Taught Us A Tractor Lesson

WHEN power is needed over soft, wet or rough ground—on the battlefield or on the farm—only the tank-type tractor can “deliver the goods.” The Allied Armies learned that lesson well in France and tens of thousands of farmers the world over have taken it to heart.

Take early spring plowing or discing. Cletrac's two broad tank-type tracks get a firm grip on footing where ordinary tractors would “mire in.” Cletrac goes right ahead and gets the plowing or discing done and out of the way when the ground is almost too soft for horses.

The Cletrac farmer keeps ahead of the game right through the year. His fast-working Cletrac makes the most of every minute of good weather. He gets bigger and better crops at a lower cost per bushel.

You'll find it worth-while to read “Selecting Your Tractor”—that interesting booklet on power farming. Send for your free copy and see the Cletrac dealer near you.

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EASY ON A TRACK THE CLETRAC WAY

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- Horsepower: 12 at drawbar, 20 at belt pulley.
- Length: 96 inches.
- Width: 50 inches.
- Height: 52 inches.
- Weight: 3420 pounds.
- Turning Circle: 12 feet.
- Traction Surface: About 800 sq. in.
- Center to Center of Tracks: 38 in.
- Belt Pulley: Dia. 8 in., face 6 in.

# Cletrac

TANK-TYPE TRACTOR

(Continued from page 10)

Not quite while one waits, of course, but the time required to complete the muffler or the socks after the preliminary processes have been completed is surprisingly short. We are nothing if not independent in this particular district of Cloverland.

Incidentally, Mrs. Lundberg's handicraft fulfilled its finest purpose during the war. She had three sons in the service, and one of them wears the wound chevron. Besides keeping her own three boys supplied with knitted garments, she found time to do an amazing amount of knitting for the Red Cross.

Right here the people of this little community deserve a word of credit for their patriotic service during the war. The Liberty Loan quotas were met, doubled and tripled. The Red Cross membership was oversubscribed. And the knitting! One soldier mother turned in fifty socks, twenty-eight sweaters, and innumerable mittens and helmets. The work was done as rapidly, willing and gladly as busy hands could work. And the term “busy” has a special significance in a community of this kind. The women here had the farm labor to do, and the barn work, beside the

household cares and the children to look after (large families are still the fashionable thing in Skanee).

But to stray no further.—The improved Chester Whites, in the illustration, are products of the Been Estate Farm. They root in the apple orchard, and have enjoyed a veritable (if fleeting) paradise this fall under the trees. The apple and potato crops

about Skanee have been exceptionally good this season.

As to Skanee and the sheep-raising possibilities, Mr. Lundberg has blazed the trail, and there are many hereabouts, willing to “try anything once,” who, with the benefit of his practical test as a basis of confidence, are proceeding to ask interested questions concerning the ample tracts of cut-over lands that lie in this vicinity.



Farmer Lundberg's Fine Sheep



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## First National Bank

MARQUETTE, MICHIGAN

DESIGNATED UNITED STATES DEPOSITARY

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

## OUT OF THE NIGHT

By REX BEACH

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"THIS is a surprise," she exclaimed. "I haven't seen you for ever so long."

Her anxious glance swept past him to the big, awkward figure against the window's light. Austin was rising with apparent difficulty, and she glided to him.

"Please! Don't rise! How many times have I told you not to exert yourself?"

Suydam noted the gentle, proprietary tone of her voice, and it amazed him.

"I—am very glad that you came to see me." The afflicted man's voice was jerky and unmusical. "How are you today, Miss?"

"He shouldn't rise, should he?" Miss Moore appealed to the physician. "He is very weak and shouldn't exert himself."

The doctor wished that his friend might see the girl's face as he saw it; he suddenly began to doubt his own judgment of women.

"Oh, I'm doing finely," Austin announced. "Won't you be seated?" He waved a comprehensive gesture, and Suydam, marveling at the manner in which the fellow concealed his infirmity, brought a chair for the caller.

"I came alone today. Mother is shopping," Miss Moore was saying. "See! I brought these flowers to cheer up your room." She held up a great bunch of sweet peas. "I love the pink ones, don't you?"

Austin addressed the doctor. "Miss Moore has been very kind to me; I'm afraid she feels it her duty—"

"No! No!" cried the girl. "She rarely misses a day, and she always brings flowers. I'm very fond of bright colors."

"We leave for the mountains tomorrow," Marmion said, "so I came to say goodbye, for a time."

"I—shall miss your visits," Austin could not disguise his genuine regret, "but when you return I shall be thoroughly recovered. Perhaps we can ride again."

"Never!" declared Miss Moore. "I shall never ride again. Think of the suffering I've caused you. I—I am dreadfully sorry."

To Suydam's amazement, he saw the speaker's eyes fill with tears. A doubt concerning the correctness of his surmises came over him and he rose quickly. After all, he reflected, she might see and love the real Bob as he did, and if so she might wish to be alone with him in this last hour. But Austin laughed at his friend's muttered excuse.

"You know there's nobody waiting for you. That's only a pretense to find livelier company. You promised to dine with me." To Miss Moore he explained: "He isn't really busy; why, he has been complaining for an hour that the heat has driven all his patients to the country, and that he is dying of idleness."

The girl's expression altered curiously. She shrank as if wounded; she scanned the speaker's face with startled eyes before turning with a strained smile to say:

"So, Doctor, we caught you that time. That comes from being a high-priced society physician. Why don't you practise among the masses? I believe the poor are always in need of help."

"I really have an engagement," Suydam muttered.

"Then break it for Mr. Austin's sake. He is lonely and—I must be going in a moment."

The three talked for a time in the manner all people adopt for a sick-room, then the girl rose and said, with her palm in Austin's hand:

"I owe you so much that I can never hope to repay you, but you—you will come to me frequently this sea-

son. Promise! You won't hide yourself, will you?"

The blind man smiled his thanks and spoke his farewell with meaningless politeness; then, as the physician prepared to see her to her carriage, Miss Moore said:

"No! Please stay and gossip with our invalid. It's only a step."

She walked quickly to the door, flashed them a smile, and was gone.

Suydam heard his patient counting as before.

"One! Two! Three—!"

At "Twenty-five" the elder man groped his way to the open bay-window and bowed at the carriage below.

"Gone! I—I'll never be able to see her again."

Suydam's throat tightened miserably. "Could you see her at all?"

"Only her outlines; but when she comes back in the fall I'll be as blind as a bat." He raised an unsteady hand to his head and closed his eyes. "I can stand anything except that! To lose sight of her dear face—" The force of his emotion wrenched a groan from him.

"I don't know what to make of her," said the other. "Why didn't you let me go, Bob? It was her last good-by; she wanted to be alone with you. She might have—"

"That's it!" exclaimed Austin. "I was afraid of myself; afraid to speak if I had the chance." His voice was husky as he went on. "It's hard—hard, for sometimes I think she loves me, she's so sweet and gentle. At such times I'm a god. But I know it can't be; that is only pity and gratitude that prompts her. Heavens I'm uncoth enough at the best, but now I have to exaggerate my rudeness. I play a part—the art of a lumbering, stupid lout, while my heart is breaking." He bowed his head in his hands, closing his dry, feverish eyes once more. "It's cruelly hard. I can't keep it up."

The other man laid a hand on his shoulder, saying "I don't know whether you're doing right or not. I half suspect you are doing Marmion a bitter wrong."

"Oh, but she can't—she can't love me!" Austin rose as if frightened. "She might yield to her impulse and—well, marry me, for she has a heart of gold, but it wouldn't last. She would learn some time it wasn't real love that prompted the sacrifice. Then I should die."

The specialist from Berlin came, but he refused to operate, declaring bluntly that there was no use, and all during the long, hot summer days Robert Austin sat beside his open window watching the light die out of the world, waiting, waiting for the time to make his sacrifice.

Suydam read Marmion's cheery letters aloud, wondering the while at the wistful note they sounded now and then. He answered them in his own handwriting, which she had never seen.

One day came the announcement that she was returning the first week in October. Already September was partly gone, so Austin decided to sail in a week.

The apartment was stripped and bare, the trunks were packed on the afternoon before Austin's departure. All through the dreary mockery of the process the blind man had withstood his friend's appeal, his stern face set, his heavy heart full of despairing stubbornness. Now, being alone at last, he grouped his way about the premises to fix them in his memory; then he sank into his chair beside the window.

He heard a knock at the door and summoned the stranger to enter, then he rose with a gasp of dismay. Marmion Moore was greeting him with sweet, yet hesitating effusiveness.



"I—I thought you were not coming back until next week," he stammered.

"We changed our plans." She searched his face as best she could in the shaded light, a strange, anxious expression upon her own. "Your letter surprised me."

"The doctor's orders," he said, carelessly. "They say I have broken down."

"I know! I know what caused it," she panted. "You never recovered from that accident. You did not tell me the truth. I've always felt that you were hiding something from me. Why? Oh, why?"

"Nonsense!" He undertook to laugh, but failed in a ghastly manner. "I've been working too hard. Now I'm paying the penalty."

"How long will you be gone?" she queried.

"Oh, I haven't decided. A long time, however." His tone bewildered her. "It is the first vacation I ever had; I want to make the most of it."

"You—you were going away without saying good-by to—your old friends?" Her lips were white, and her brave attempt to smile would have told him the truth had he seen it, but he only had her tongue to go by, so he answered, indifferently:

"All my arrangements were made; I couldn't wait."

"You are offended with me," Miss Moore said, after a pause. "How have I hurt you? What is it; please? I—I have been too forward, perhaps?"

Austin dared not trust himself to answer, and when he made no sign the girl went on, painfully:

"I'm sorry. I didn't want to seem bold. I owe you so much; we were such good friends—". In spite of her efforts her voice showed her suffering.

The man felt his lonely heart swell with the wild impulse to tell her all, to voice his love in one breathless torrent of words that would undeceive her. The strain of repression lent him added brusqueness when he strove to explain, and his coldness left her sorely hurt. His indifference filled her with a sense of betrayal; it chilled the impulsive yearning in her breast. She had battled long with herself before coming and now she repented her rashness, for it was plain he did not need her, therefore she bade him adieu a few moments later, and with aching throat went blindly out and down the stairs.

The instant she was gone Austin leaped to his feet; the agony of death was upon his features. Breathlessly he began to count:

"One! Two! Three—!"

He felt himself smothering, and with one sweep of his hand ripped the collar from his throat.

"Five! Six! Seven—!"

He was battling like a drowning man, for, in truth, the very breath of his life was leaving him. A drumming came into his ears. He felt that he must call out before it was too late. He was counting aloud now, his voice like the moan of a man on the rack.

"Nine! Ten—"

The idea came to him that he was counting his own flickering pulse-throbs for the last time.

With a tremendous effort of will he smoothed his face and felt his way to the open window, for by now she must be entering the landau. A moment later and she would turn to wait him her last adieu. Her last! God! How the seconds lagged!

Then he smiled! He smiled blindly out into the glaring sunlight, and bowed. And bowed and smiled again, clinging to the window-casing to support himself. By now she must have reached the corner. He freed one hand and waved it gaily, then with outflung arms he stumbled back into the room, the hot tears coursing down his cheeks.

Marmion Moore halted upon the stairs and felt mechanically for her gold chatelaine. She recalled dropping it on the the center-table as she went forward with hands outstretched to Austin; so she turned back, then hesitated. But he was leaving tomorrow; surely he would not mis-

interpret the meaning of her reappearance. Summoning her self control, she remounted the stairs quickly.

The door was half ajar as she had left it in her confusion. Mustering a careless smile, she was about to knock, then paused. Austin was facing her in the middle of the room, beating time.

Marmion Moore found herself inside the room, staring with wide, affrighted eyes at the man whose life she had spoiled. She pressed her hands to her bosom to still its heavings. She saw Austin nodding down at the street below; she saw his ghastly attempt to smile; she heard the breath sighing in his lungs and heard him muttering her name. Then he turned and lurched past her, groping for his chair. She cried out sharply, in a stricken voice:

"Mr. Austin!"

The man froze in his tracks; he swung his head slowly from side to side, as if listening.

"What!" The word came like the crack of a gun. Then after a moment, "Marmion!" He spoke her name as if to test his own hearing. It was the first time she had ever heard him use it.

She slipped forward until within an arm's-length of him, then stretched forth a wildly shaking hand and passed it before his unwinking eyes, as she still disbelieved. Then he heard her moan.

"Marmion!" he cried again. "My God! little girl, I—thought I heard you go"

"Then this, is the reason," she said. "Oh-h-h!"

"What are you doing here? Why did you come back?" he demanded, brutally.

"I forgot my— No God sent me back!"

There was a pause, during which the man strove to master himself; then he asked, in the same harsh accents:

"How long have you been here?"

"Long enough to see—and to understand."

"Well, you know the truth at last. I—have gone—blind." The last word caused his lips to twitch. He knew from the sound that she was weeping bitterly. "Please don't. I've used my eyes too much, that is all. It is—nothing."

"No! No! No!" she said, brokenly. "Don't you think I understand? Don't you think I see it all now? But why—why didn't you tell me? Why?" When he did not answer she repeated: "God sent me back. I—I was not ment to be so unhappy."

Austin felt himself shaken as if by a panic. He cried hurriedly: "You see, we've been such good friends. I knew it would distress you. I wanted to spare you that! You were a good companion to me; we were like chums. Yes, we were chums. No friend could have been dearer to me than you, Miss Moore. I never had a sister, you know. I—I thought of you that way, and I—" He was struggling desperately to save the girl, but his incoherent words died on his lips when he felt her come close and lay her cheek against his arm.

"You mustn't try to deceive me any more," she said, gently. "I was here. I know the truth, and—I want to be happy."

Even then he stood dazed and disbelieving until she continued:

"I know that you love me, and that I love you."

"It is pity!" he exclaimed, hoarsely. "You don't mean it."

But she drew herself closer to him and turned her tear-stained face up to his, saying, wistfully, "If your dear eyes could have seen, they would have told you long ago."

"Oh, my love!" He was too weak to resist longer. His arms were trembling as they enfolded her, but in his heart was a gladness that comes to but few men.

"And you won't go away without me, will you?" she questioned, fearfully.

"No, no!" he breathed. "Oh, Marmion, I have lost a little, but I have gained much! God has been good to me."



250,000 Acres

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Located in fourteen counties in Cloverland — the Upper Peninsula of Michigan.

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Indians at Chequamegon Bay in 1655, and when the Canadian governor confiscated their furs, they sailed to England, and in 1669 piloted the company's founders into the Hudson Bay.

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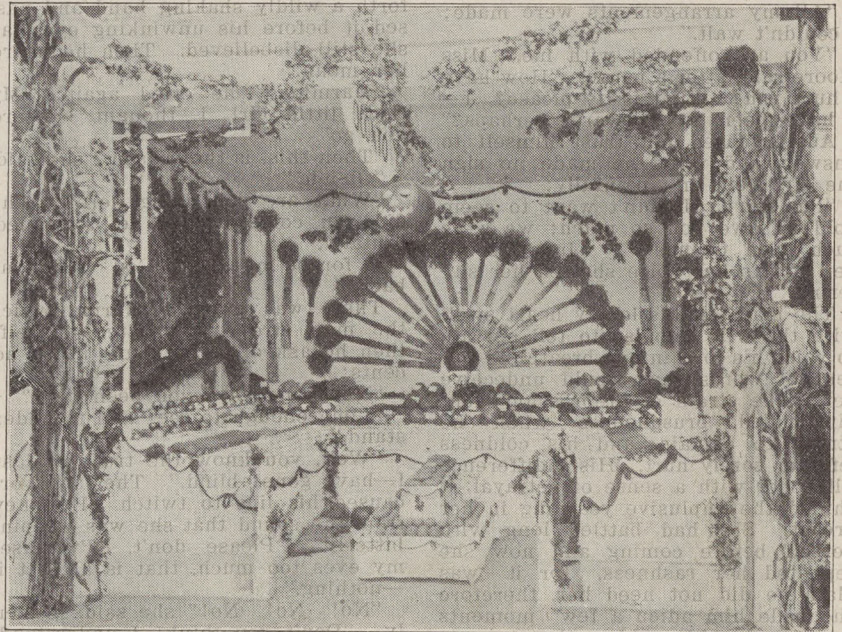
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## Agriculture as a Promising Life Work

By L. W. ANDERSON

IN large cities there are all kinds of people — people from different cities, states and countries—living in a district of human confusion. There the immigrant tries to make himself known by his gestures; and he, like a visitor to the city, is often carried out of his path by a noisy crowd, trying to make an elevated or subway train or a ferry-boat. Gutter-snipes dodge in and out of the crowds, newsboys run along the street calling out the papers they have for sale, policemen blow their shrieking whistles at the street intersections to direct a never-ending stream of traffic. And louder than all other noises is the clatter and clang of the elevated trains. But still with all this perpetual noise and confusion, the city man never stops to think of how he is being automatically pushed along by the tumult. Still less does he realize how

district. The boulevards with all their pretty flowers and shrubbery do not drive away, as one approaches his urban home, the impulse of the congested downtown district. But few neighbors does the city man know. He has but few friends to whom he can confide his business troubles. His home is a place to sleep, and that is about all. He needs neither a wife or family to help his economic productive power. In most cases in the city, a family is a liability, economically speaking. The city man has very little occasion to be reminded of religion, for he deals in things of man; thus, he has no direct contact with the Will of God. To the city man the crowds and buildings are *terrifyingly beautiful*, but they are painfully artificial to a man from the country. Natural beauty in the city has given way to the dilettante cityite whose point



Oconto County's 1921 Wisconsin Potato Show Exhibit Has Its Own Lesson of Farm Opportunity.

the congestion and confusion distracts his energy from his productive power.

Walk down a crowded street bordered by high buildings. Is the street beautiful? The buildings form a gauntlet, like weather-beaten warriors ready to strike you on two sides. How uninviting do they look, and how glad you are, when a friendly person says "good morning." The people surround you like a swarm of bees, and you knock elbows with them. There on the street, you can meet people who can well represent the cream and the scum of the nation—the thief and beggar, the millionaire and manufacturer, the common laborer and those derelict. How few of these men are captains of industry? Most city men work for a master brain. When the day's work is done, they are done. They plan no work for the next day. These laborers have lost sight of the fact that large wealth is made through financial risk, and that the person who takes a risk as a captain of industry must be repaid. Into the city these men have gathered to embrace opportunity, so costly and judiciously advertised by the few city entrepreneurs, but when opportunity does not show its face, and when the thought of obtaining wealth has faded away, the city laborer changes his attitude and tries to control production through the agents of strike, union and syndicalism, always with one purpose in view—to make every day Sunday.

In the residential section of the city one finds but little change in the social atmosphere from the downtown

of beauty compared to real nature is carrion.

I have always lived in the city; yet I have always lived on the farm, for the corporation line passed across the farm just behind the barn. I have had the advantages of city people and of their society; and I have had the advantages of country life and its society. One cannot say that I am not acquainted with city life. I have traveled in eight different countries and in thirty-two of our states, and in those countries and states I don't know how many different cities I have visited—but I have chosen an agricultural career. There where opportunity has not been so lavishly advertised; but it is there just the same, holding out its hand to be taken. Everybody has a devotion toward the acquisition of wealth from the life career he selects. I love the country like you may love the city, and both may never wish to be divorced from them, but my livelihood is going to be made on the farm. You may wonder why, and I am going to tell you why.

The farmer is surrounded by nature, not by an artificial nature as his city cousin. He loves the song of the pines, of the brook, of the swaying grasses. There on the farm he vegetates with nature. He breathes in fresh air; and the sunshine invigorates him as it does the plants in the fields. With a subconscious mind he studies how plants and animals grow, and by the sweat of his brow he produces one of the most vital necessities of man. His attainment in producing crops inspires him on year after year.



By instinct and a glance at the sky, he predicts the weather. There is no human confusion to bother him. He is his own entrepreneur dependent only upon the weather, his experience, and a little on society for a livelihood.

He can almost be socially independent of every man. His neighbors, however, unlike city neighbors, know his achievements and his troubles; for they are all working at the same occupation. To them he cannot be a steth, for he often wishes them to lend him a helping hand. He is, therefore, never *two faced*. Yet he realizes that everything he touches is not golden. For the weather may change, and kill, or drown out the crops that he has taken great pains to plant. Thus he comes directly to realize the power of Almighty God.

Without a wife or woman to keep house, the farmer cannot go about his farm work. In fact, I have never seen a farmer without a housewife. Neither the farmer nor his wife can produce crops without the other. They are partners in an economic and social sense. If the farmer has children, work can be found for them on the farm. There they can live at home, go to country school, learn a business, and still be under the guidance of their parents; so unlike city children who roam the streets or are kept confined in a stuffy room. There on the farm the farmer and his family produce, through constant effort and devotion to one another, their unit of production. I have often wondered why it is that a farmer stands up straighter and holds his head higher than any other class of men; and I am almost convinced that his straight stature is caused by scanning the sky for an indication of a change of weather. If the weather has been unfavorable and killed part or all of his crop, he never grumbles, but finds other work to do to even up for his lost increment; and so he can feel that he is doing his best for all his cosmopolitan brothers, and that he has a perfect right to stand up straight and be proud.

Many times I have been told that too much capital is required to start farming. For some types of farming I agree perfectly with those people of that belief; but I do not agree with them for all types of farming—that is, a type of farming that pays. To those people who wish to start farming on a small scale, let me suggest the poultry business. No expensive equipment is needed. The average hen consumes in a year about eighty pounds of feed. Figuring feed at three cents a pound, it costs \$2.40 to maintain one hen a year. Hens have produced as high as 325 eggs a year. Considering eggs at 50 cents a dozen and considering that one man can care for 1,000 chickens, the experienced poultryman with good business ability can make a very large labor income.

In giving this illustration of the possibility to start farming in a small way, I have also, brought out the point that farming is a money-making business.

But it must be remembered, however, that experience governs the success of all business enterprises, whether on the farm or in the city. Since I have always lived on the farm, my experience has been that of the farmer, and largely for that reason I have

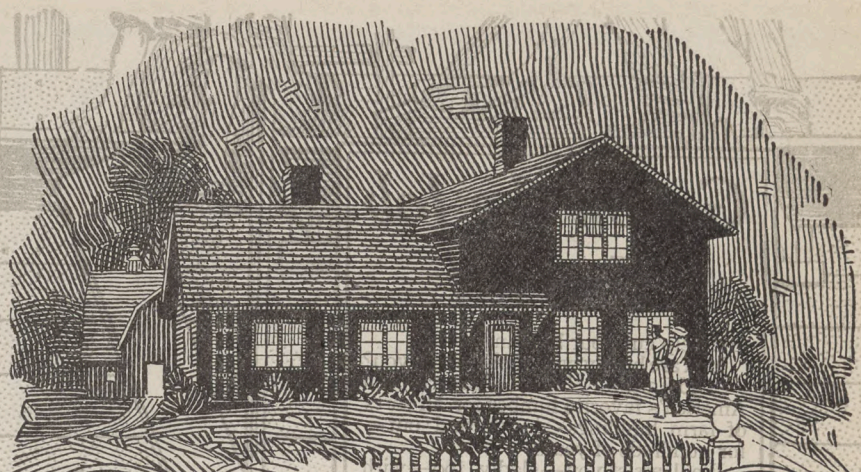
stuck to an agricultural career. But this is not all, the farmers in the community from which I come reason like almost all farmers. When the agricultural extension man or professor from the State University comes into their community to give a talk on some phase of agriculture, they stay at home. The retired farmer and city men interested in farming go to hear the talk. "Why should we go to hear these men?" reasons the farmers. "They are from the city. We have been swindled out of our money time after time by the eloquent speakers from the city. They preach to us economy, but they spend more money for luxury than we; most all of our money goes to increase our capital. We are in closer contact with the Will of God. These men preach to us as if farming could be made a perfect industry and forget that nature has given us different conditions with which to contend."

The result is the farmer won't go to hear a good talk on an agricultural subject. He knows no better. He means to be honest with himself; but he has been lead astray too often by an eloquent speaker. "The farmer is from Missouri; he must be shown." He wants to be educated by people who practice what they preach. For this reason more than any other I want to go back to the farm. There where I can show and advise the farmer, after trying many farm methods myself, the practical way for him to farm.

Were I going to suggest a way of teaching up-to-date agriculture, I would have the young farmer boys go to an agricultural school, there where they can choose from all the theoretical agricultural studies, a farm practice safe to follow. These boys would then be sent back to the farm to teach their parents; just as a missionary teaches the heathen, he obtains a young man from a community, educates him, and sends him back as a disciple to teach his tribe. It is primarily this reason then, that I have come to college to study agriculture. To the farm is where I am bound as soon as I finish school. There I can become, like the other farmers, a king of the land of crops and live stock; and teach the educated farmer near me, in his own religious way, how to make a farm home comfortable, and how to make the old farm pay.

Standardization of farm products is being widely recognized as fundamental to improvement in marketing. Without well-recognized, acceptable, standard grades, the various market news services of the U. S. Bureau of Markets cannot be made fully effective because there must be a recognized basis for buying and selling, a common language through which grower, shipper, transportation company, and dealer may clearly understand one another.

Mr. Harding's decision to forego the usual pomp attending presidential inauguration ceremonies will receive the commendation of the entire world. The president-elect shows a clear appreciation of proportion when he refuses to parade in gilt and tinsel during an era of hard times, and sufferings.



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It brings carbide (crushed stone) in contact with plain, ordinary water automatically. The gas generated thereby makes the *hottest* cooking fuel known; it makes soft, mellow light that has been called "the chemical counterpart of actual sunlight."

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It will give you every advantage of city cooking and lighting wherever you live, and at a cost so low as to be negligible.

There is no waste with a Colt plant. An automatic shut-off control suits the supply to the demand. The residue of the devitalized carbide is slaked lime, valuable for fertilizer or white-washing.

It is easy to install a Colt Machine. The only attention it asks is a small supply of carbide about once a month. And carbide is readily obtainable in every rural community.

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We spread the good news about "Old Faithful" HEMLOCK but we do not sell it. Get it from your LOCAL LUMBER DEALER.



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

# Attention, Hay Feverites! Your Nose Knows

By MANTHEI HOWE

**H**EAT waves flickered above the street and pools of asphalt gurgled in the crevices of the pavement. It was a scorching August morning.

Jim Patterson, trim in his summer-weight gray suit, sauntered into the office.

"Top o' the morning," called Bailey from an adjoining desk. "How is the old hay-seed?"

Jim grinned and began sorting his mail.

"Say, Patterson," cut in another man. "This is the nineteenth. How about it? Going to observe your anniversary tomorrow?"

"I am not," Jim declared. "Not this year."

They say hope springs eternal. In Jim's case it did more than that. His hope had a high jump record. He had had hay-fever for ten years, yef each year he bravely hoped he "wouldn't get it this year." His friends pitied him when they remembered to. Most of the time they guyed him unmercifully.

body, his eyes and his nose, Jim was one long drawn-out six feet of moist misery. He lost weight rapidly. In the very first week when he entered on his annual seige of the dog days, as the office dubbed his period of suffering, he said good-bye to his disposition. No mad dog was ever more irritable.

The city never seemed quite so full of dust. The sun never glared so brightly. Never had the climate been so "muggy" as this year.

Jim rubbed his eyes. Then he sucked ice and rubbed his nose. From a fairly good-looking, presentable specimen of the male persuasion, he was fast becoming a physical wreck. Even Bailey began to worry.

"Dear me, Jim," he suggested. "Can't you do something for that hay-fever?"

"Do sobbing?" rasped Jim. "You boor fish. Habn't I dud everything?"

Bailey, after listening to the recital of remedies, had to acknowledge that Jim had. In fact, he had tried everything anyone had ever told him about.



Hay Fever Is a Stranger in This Camp

It created quite a stir in the office, when he came in the morning of the twentieth, clear-eyed, pale nosed as normal. He was stepping high, wide and handsome and wore a most complacent grin.

"Good morning, Bailey. Hello, Hanson," he saluted them. "Fine day, isn't it?"

The men winked and consulted the desk calendar. It was the twentieth, all right.

Until three o'clock that afternoon Jim was of the elect. He had not hoped in vain this year! And then—br-roop-kachoo! The report boomed out above the click of the typewriters and the usual din of the office. At the racket every one stopped work. Even the snub-nosed office boy paused on his way to the water cooler. In the silence another sneeze rent the air.

The office boy started the snicker that ended in a roar of mirth. To the last man—and woman—they shouted with laughter.

Bailey rose and bowed solemnly. "On behalf of the assembled company, I salute you," he pronounced. "Best wishes and congratulations, Jim. Your nose knows."

"Pompous ass," muttered Jim, under his breath. He bent over his desk trying to work in spite of his smarting eyes and tickling nose.

And then began the worst month of Jim's life. He sneezed all day and wheezed all night. He no longer perspired politely. He sweat vulgarly, profusely—drowningly. Between his

from the calcium chloride treatment to the remedy suggested by an old farmer.

"You get a skunk skin," explained the farmer. "Has to be fresh-killed, mind you. And you wear the skin, moist side down, on your chest."

Last summer, though quaking at the prospect, Jim did try the remedy. It was one time when he found that hay-fever had not completely paralyzed his sense of smell. He stood the remedy for two hours, then decided it was easier to die of the disease.

It's a good thing hay-fever is a seasonal occupation and so hardly enough of a paying business to attract the fake medical concerns. Otherwise the poor hay-feverites would be pestered with more "cures" than they have already experienced and goodness knows there have been enough.

Take Jim's case. He had tried long hours in a darkened cellar, with cold cloths on his eyes and ice in his mouth. He had flirted with the Stoic philosophy of Marcus Aurelius.

"Take away the opinion," advised Marcus, "and then there is taken away the complaint, I have been harmed." Take away the complaint, 'I have been harmed,' and the harm is taken away—Unhappy am I because this happened to me. Not so, but happy am I, though this had happened to me."

Jim threw the book under the bed, "Marcus," he opined, "never had hay-fever, or he'd sing another tune."

In fear and trembling he visited the

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have made Menominee the Power City of  
Cloverland, and Menominee County the  
best lighted county in the Northwest.

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office of a physician, and bared his arm for rag-weed pollen. Jim never knew quite what happened. He remembers the doctor made two circles of abrasions on the forearm and rubbed a liquid in one spot, and didn't on the other, which he called "the control."

"The lever must have slipped, or a screw went loose somewhere," Jim was wont to reminisce sadly. "Anyhow, I couldn't see any 'control' about the darn thing. I near died. Had all the miseries I'd always had and a lot of new ones to keep me company. The doctor told me I was sensitive to rag-weed. Oh, boy! I'll tell the world I was. I burned and froze. I choked and fainted. I writhed in a stomach-ache worse than any I ever got from green apples. They say it was a case of anaphylactic shock. I'm not acquainted with Ana, but I can testify to the shock."

And so Jim made the pilgrimage from remedy to remedy. He tried them singly and in combinations, only to continue to sneeze and sneeze.

He put adrenalin in his nose and boracic acid in his eyes. Luckily, he had sense enough not to attempt to sniff cocaine. It was the only solace he had in his misery. That much, at least, he had acquired from his study of Stoic philosophy—if he had to die he would die as gallantly as possible. He might be a swollen-beaked, bleary-eyed corpse, but he wouldn't be a "snow-bird."

The deuce of it is, as Jim found out, one can't die of hay-fever. The desire is there, but the flesh is strong. People have committed suicide, though. Patterson began to dally with the thought along about the time he received a letter from a friend up north.

"Why don't you come up here?" advised his friend. "Lord, man, life would be worth living then."

It looked cheaper and easier and not quite so messy as suicide, so Jim bought a ticket to Marquette, Michigan.

He was half blind and sneezing like an asthmatic flivver when he boarded the train at Detroit. The chair car was filled and he had to take the sunny side, but he pulled down the shade and slumped down on the small of his back.

The wheels grated and the train started in motion. A breeze, dust-laden, swirled in at the open door Jim got a nose full. He grabbed for his handkerchief to muffle the noise, but it beat him to it. Ker-choo-o-o. And then that sneeze, like a yearning young ghost, went echoing down the car. KerCHOO! Brr-roo-kerCHOO! Chair after chair joined in the nasal chorus. Jim, for the first time in weeks, grinned.

Misery loves company. Every blamed passenger except two had hay-fever. Until then he had not taken much stock in this "come to the North" slogan, but he began to hope.

A few hours behind schedule, they reached Mackinac the following morning. Jim went out on the back platform. A cool breeze was blowing off the lake. He straightened unbelievably.

"My holy aunt," he sniffed, "would you believe it?"

Sniff, sniff—he experimented joyfully. He could get a deep breath. His head began to clear immediately. Jim turned to a bleary-eyed, rubicund old boy beside him.

"Gee, this is great, isn't it?" The old fellow grinned. "Your first trip up?" he wanted to know. Jim nodded. "I'm going to Marquette." The old fellow chuckled, "this is my twentieth trip," he remarked. "Always thought there wasn't a blamed thing to be said in favor of hay-fever. But I know better now." He closed his left eye, knowingly. "Gives me an abso-positively good excuse for taking a vacation every summer. And wait until you're really in Cloverland. You'll forget you ever sneezed. You'll eat like a stevedore and sleep like a ground-hog. Why, do you know that the first time I came up here I'd have bet with anyone that August and September were bound to be Hell, no matter where I went. Huh—that first

whiff of Lake Superior made me change my mind quicker than a girl powders her nose on her way to answer the door bell."

Jim listened indulgently. "You must be a booster club of one," he smiled. "Me?" laughed the old boy. "I'm the charter member. But wait until you have been there a week. I'll bet you'll orate just as loudly, or louder!"

Good thing Jim didn't bet. The life outdoors did unexpected things to him. He slept as never before—and eat! Every day was Thanksgiving Day as far as his appetite was concerned.

To make a good job of the trip, he stayed until the last of October. When he walked into the office the first day back home, his coat was surprisingly tight about the chest. He had gained just exactly fifteen pounds.

Little Bailey, chuckling and bantering, rose to greet him.

"Dear me, Jim," he exclaimed, sizing up the 'hay-seed,' "you seem to have done yourself remarkably well."

"Rather," grinned Jim, showing every ivory in his head. "Well, rather. I've found an abso-positively sure cure for hay-fever. It's a remedy so pleasant to take the women can't resist it, the babies cry for it, and—believe me, I'm going back to it next summer."

Along about August 20th, does your disposition change? Does your nose take on the color popular in the old pie eighteenth amendment days? Do your eyes run and you wish you were dead?

Yes, to all of these? Then you are a hay-feverite, a creature who suffers torments that can be gauged only by those similarly afflicted.

This annual sneeze-fest has furnished jokes galore for the punsters and columnists, but it is anything but a joke to the sufferer.

Young and middle-aged people, especially city dwellers, are particularly susceptible, so hay-fever is coming to be looked upon as a sizable economic factor. Every year from August to October or later, thousands of wage-earners are forced to work at about fifty per cent of their ordinary efficiency. These men and women are an object of pity or derision to the public, and a misery to themselves.

The hay-feverite who elects to remain in the city, sneezes and wheezes until a hard frost brings relief. Each year he runs the risk of becoming so physically below par that he is good material for a case of pneumonia or grippe, that is so common in the winter months.

What's the use of running the risk that can be so easily avoided? A few hours' ride takes one to Cloverland, where lake breezes chase away the last sneeze.

There are plenty of scientific reasons for proclaiming Upper Michigan the climatic cure for the disease.

It is an accepted fact that hay-fever is the result of a nasal sensitiveness to pollen of certain vegetation. However, the doctors assure us that all pollen does not cause a sneeze. They limit the nose-tickling vegetation to about twenty-five grasses and seven plants. Few of these flourish in Upper Michigan. They do not find the lake shore and the pine-covered woodlands a favorable soil.

Cloverland is made up of towns with all modern hotel accommodations, but there are no congested, dusty, smoke-laden cities. Every town can boast clear air and lots of it. There is no grime and dust to irritate sensitive throats. The hay-feverite can take long hikes in the open air and sleep outdoors if he cares to.

Do you remember the nights you spent last year, in the cities of the hay-fever belt? Hot, dusty, sneezeful days followed by restless nights when it seemed impossible to get a breath of fresh air.

In Cloverland the nights are clear and cool. The winds blowing off Lake Superior are water-filtered, health-giving breezes that are free from dust and pollen. You can't help but sleep.

The streams of Cloverland provide fine fishing, the woods good hunting, but the climate is a sure-cure for the sneezes.

# OCONTO COUNTY

(IN WISCONSIN)

**Profitable Farming by Low Production Costs.**

**Reasonable Land Prices the Biggest Item.**

**Farm Prices Depend Upon High Prices or Low Production Costs**

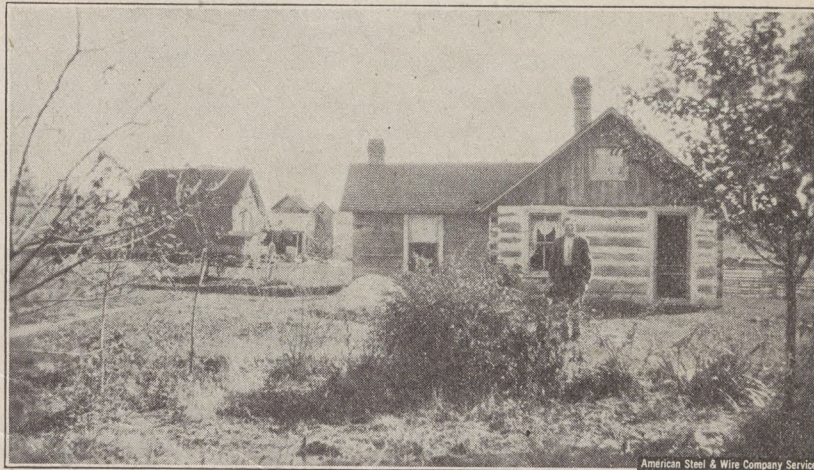
Profits are made just as easy on low prices of farm products if the cost of producing the crops or live stock is correspondingly low.

To profit by low prices, cheaper land is the first item. It is possible on cheap land, for a man with moderate means to buy a farm, pay for it on easy payments, and own a home. This cannot be done where land is selling for more than it will make returns on, which is the case in the older sections.

The tendency is for a farmer to stay on in the neighborhood where he was born and raised. This produces a crowded condition. The result is that land prices become too high. The new sections have opportunities for real farmers.

The Government Crop Report shows that Oconto County raises as much per acre of corn, winter wheat, beans, etc., as Southern Wisconsin, and more per acre of potatoes and truck crops.

- In one year Oconto County won—
- FIRST PRIZE IN COUNTY EXHIBITS, STATE POTATO SHOW.
- FIRST PRIZE IN COUNTY EXHIBITS, WISCONSIN STATE FAIR.
- FIRST PRIZE STATE POTATO GROWING CONTEST, (480 bushels per acre).
- Productive land at low prices insure a profit.



*A Home at Last—Not Fancy, but Comfortable*

Oconto County is not a place where fortunes are made over night. It is a place where a home can be had and money made by work. It has good cut-over lands and some that is not fit for farming. It has good partly improved farms, and many highly developed farms. New sections adjoining the settled region are always most profitable.

The County Agent will give you unbiased information and help locate you direct.

**IT'S THE LAST FRONTIER.**

**Robt. Amundson**  
County Agent Oconto, Wis.





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

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

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

## Hollanders Considered Most Desirable Settlers

By B. W. DONNELL

**A**n awakening interest in the agricultural possibilities of the State of Michigan, and what is looked upon by the people of the Upper Peninsula, particularly, as a likely solution of their time-worn idle acreage problem is evidenced in a short, but significant, request received by John A. Doelle, secretary-manager, Upper Peninsula Development Bureau, from Dean R. S. Shaw, of the Michigan Agricultural College, at East Lansing.

Under date of November 9, 1920, Dean Shaw wrote:

"Director J. C. C. Sandberg, of the information office of the Netherlands Emigration League, at The Hague, Holland, who is interested in the emigration of Hollanders to this country, would like to receive any printed materials which you may have relating to the agricultural conditions of Michigan, which you may have to give him."

Short—but very much to the point, and, if the schedule outlined by Mr. Doelle proves effective, Mr. Sandberg will very shortly be submerged under a flood of literature regarding Michigan—and particularly Upper Michigan, or Cloverland.

The Hollander—a sturdy, energetic type of human—is looked upon by those particularly interested in the agricultural development of the Upper Peninsula of Michigan as a very likely solution to Cloverland's idle-acres problem. Upper Michigan, with its millions of acres of available agricultural land, requires more than the experienced farmer. It requires a hard-working, industrious class of pioneer who can overcome and surmount the initial difficulties which beset the settler in a new country.

And wherever the Hollander has located, whether individually or in group settlements, he has made a success of it, as nearly as can be determined. Thus far there are no Hollander settlements in Upper Michigan. This region—set aside, geographically, from the rest of the state of Michigan, and located far enough from the sea-board to make access difficult to the immigrant, offers unusual advantages to the new settler, and it is these advantages which Mr. Doelle, and the bureau which he represents, will attempt to set forth in its "campaign of literature" directed toward the Holland emigrant officials.

It is, Mr. Doelle believes, the first time in the history of Upper Michigan that any interest has been manifested in the region by either the emigrant officials of foreign countries or the immigrant executives of this country, and this reason is cited for calling upon the industrial interests of Upper Michigan for every possible aid in encouraging the Hollander to settle.

"It has seemed, in the past, that "walking delegates" from the eastern

agricultural centers have been permitted to influence the bulk of farmer-immigrants who came to America without any definite plan or destination in view. These agents have so systematized their work that, with the exception of those who had chosen a home before arrival, few of the farmer-immigrants get farther west than Pennsylvania—and there they stay, knowing nothing about the vast opportunities of the west and middle west. Statistics, offered during the past several years by state and government departments, verify this statement.

It is the plan, therefore, as outlined by Mr. Doelle, to convince the Dutch emigrant that his land of promise is by no means restricted to the agricultural centers of the eastern sea-coast. The effect of the campaign may not be noticed this year, or next, but, with the right kind of co-operation from the state, county and city departments throughout Michigan—and Cloverland particularly—will eventually bring results which will be a distinct benefit to the idle acres of the northern peninsula of Michigan.

And here, too, enters a feature which is decidedly modern and timely. One of the chief arguments advanced by every agricultural section of the country in behalf of the lakes-to-ocean deep waterway project has been the possibility which the completed channel would offer for the importation of desirable farm-labor. And why not the Hollander?

The "walking delegate" of the sea-coast farm agency would have much less to do if the emigrant were permitted to make a through journey from his European home to his middle-western farm, via the St. Lawrence and the Welland Canal. There would be an almost immediately noticeable tendency toward the more general industrial and agricultural development of the entire country, rather than a concentration of desirable farm-labor throughout the east, and, moreover, the productive soils of the region directly adjacent to the Great Lakes system would fall heir to a class of settler which would solve, once and for all, its idle-acres problem.

And so the Upper Peninsula Development Bureau will boost energetically, for two things—the deep waterway project and the interest of the Hollander, as implied by the request received from Dean Shaw. It is not a task for a single organization—and it is far from a one-man job. It is a feature which should immediately enlist the co-operation of every agricultural enthusiast throughout the state of Michigan. The Development Bureau will welcome any suggestions, advice or help of any kind in the matter of bringing the sturdy Holland settler to the good, but cheap agricultural lands of Northern Michigan.

## Rules for Prevention and Treatment of Hog Cholera

**S**IX important rules for the prevention or treatment of hog cholera are given by Dr. K. W. Stouder, extension veterinarian for Iowa State College. They are as follows:

1. See that your hog lot is clean. Filth infection kills as many hogs as disease.
2. Keep out of your neighbor's hog lot. It will protect your herd and his too.
3. Allow no dogs or cats to run between herds.
4. Segregate all hogs which show any signs of sickness of any kind.
5. Disinfect all quarters with cresol dip or by using quicklime in corners and wallows which the sun does not reach.

6. Consult a reliable veterinarian and vaccinate with good serum.

Some forms of cholera kill hogs in a few days while other forms allow the sick animal to linger along for several weeks. These chronic cases will spread the disease as fast as the other kind.

A post mortem on a hog suspected of cholera will show purple blotches on the skin, blood-colored spots on the surface of the heart or lungs, on the kidneys or the intestines. Ulcers on the intestines are a sign, especially where the cases are of the chronic nature. Watch the herd closely and if the animals fail to come for feed give them a careful looking over.



# Organized Agricultural Work in Wisconsin

WISCONSIN'S agriculture is a business representing an investment of \$3,531,000,000. The gross annual income from this business is in excess of a half billion dollars, or over \$200 for every man, woman and child in the state. \$506,000,000 represents the annual crop and live stock income in 1919. Unlike manufacturing, transportation and trade, agriculture produces this enormous income with only one annual turn-over. Engaged in Wisconsin's agriculture is a rural population of 1,322,000 people, 52.1 per cent of the entire population of the state. That this income is the result of basis or primary production enhances the role which it plays in the general prosperity of Wisconsin. This is truly an industry worth protecting, yet an industry subjected to great risks and threatened by uncertain economic conditions of the immediate present and near future. It is facing a drop in prices with but a small margin of profit. It is inadequately organized, yet must confront organized business and manufacture.

The insect drain upon its resources is terrific. It takes the entire labor of 600,000 farmers to produce what insects consume in the United States each year. The annual loss on corn exceeds 100,000,000 bushels. The corn root borer, a recent plague, threatens to multiply this loss by ten. In Wisconsin within ten years insect pests and plant diseases have driven pea growing out of one county and caused the abandonment of fruit-growing in another and has acted as a primary factor in seriously limiting our highly valuable potato crop.

Weeds being about a 25 per cent reduction of crop production in certain sections of the state, threaten a similar loss in the entire state. \$1,000,000 per year represents the cost of eradication. An annual loss in the United States of over \$200,000,000 results from animal diseases.

These are statements from the biennial report of the State Department of Agriculture now being prepared by Prof. C. P. Norgord, commissioner of agriculture.

"To endeavor to ward off these losses to agriculture and protect this great fundamental industry of the state is the function of the State Department of Agriculture through its various divisions," says Commissioner Norgord.

Summarizing the activities of the department during the biennium just closing, Commissioner Norgord says:

"In tuberculosis eradication, the department has put into operation what is probably the most extensive eradication program of any state in the Union. Under this plan, the county area test stands out and is recognized as one of the new, original and constructive plans of eradication.

"The accredited herd policy started by this department in 1915 was adopted by the U. S. Department of Agriculture and all of the states in the Union in 1918, and is now one of the great national tuberculosis eradication policies. Testing by creamery and cheese factory districts, though not as yet extensively used, is, nevertheless a promising project. Pasteurization of creamery and cheese factory by-products prevents the original infection of cattle and hogs from this dangerous disease.

"The control and eradication of hog cholera through quarantines and enforced vaccination has proven most effective in keeping down outbreaks.

"The State Fair has been built up by the department from a fair with an inferior reputation for attendance and income to one of the leading fairs of the United States.

"The control of blister rust among white pines and the development of methods by which each pine owner can protect his own pines are con-

structive projects in insect and plant disease work.

"The eradication of barberries throughout the state for the control of wheat rust is another.

"The area clean-up of American and European foul brood, a third project of this division, is eradicating this disease among bees which has baffled every state in the Union.

"Wisconsin's apple crop has been graded and sold under state brands as enforced by this division through a three years' course of work.

"In seed and weed control work garden seeds have been placed under inspection, a much needed protection for large and small gardeners.

"The feed and fertilizer laws have been revised and a wholesome respect for them developed through vigorous and just enforcement.

"In immigration and colonization work, a greatly expanded program of setting forth the advantages of the state through classified ads., demonstration trains, moving pictures, lectures, etc., has been carried forward.

"During this period the department has also organized what is recognized as the most reliable and complete crop reporting service of any state in the Union. In this work the U. S. Bureau of Crop Estimates is co-operating.

Some of the recommendations for legislation made by Commissioner Norgord are:

"The State Fair should be placed on a financial basis that will cover the cost in a reasonable way. Make the amount somewhere near equal to the cost of the 1920 fair.

"The law should be amended to give the powers vested in the division of markets a broader scope, and should increase the funds for inspectional and investigational purposes.

"Funds should be provided for rural planning to put a man in the field to stimulate county and community committees to set aside rural parks, lake shores and other rural community improvements. Possible joint-payment for purchase of parks is advisable.

"There should be provided funds for live stock reporting on the same basis as the crop reports, also for a wider publication of results through newspapers and bulletins.

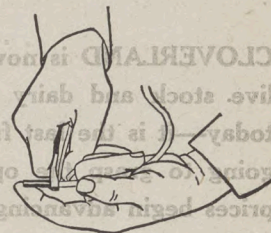
"Funds should be available for an extension of the area test method; also for the accredited herd method.

## Timely Tips on Stump and Boulder Blasting

These tips will help you get better results whenever you use dynamite for land-clearing, ditching, or tree-planting. *Cut them out and save them.*

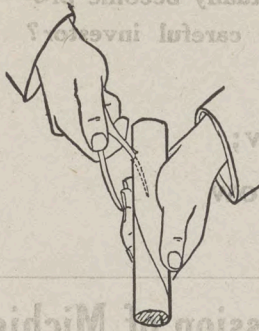
### Crimping the Cap

Cut a sufficient length of fuse squarely off, and slip cap over the end. Crimp cap to fuse, as shown, with cap crimper,—it is absolutely essential to USE A CAP CRIMPER,—obtainable from your dealer or direct from us.



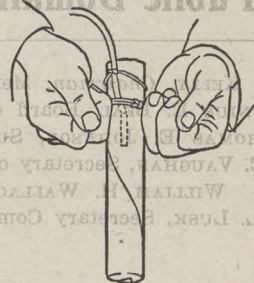
### Priming the Cartridge

Punch a hole with handle of cap crimper in the side of cartridge deep enough to contain all of the cap. See illustration at left.



### Securing Fuse

After inserting cap with fuse attached, tie a cord around fuse and then around cartridge, as shown. If several cartridges are needed, this "primer" cartridge is put in last. After loading, tamp earth tightly in hole using a WOODEN tamping stick. The success of the shot depends largely on the tightness of the tamping.



For most satisfactory results, be sure that your dealer sells you



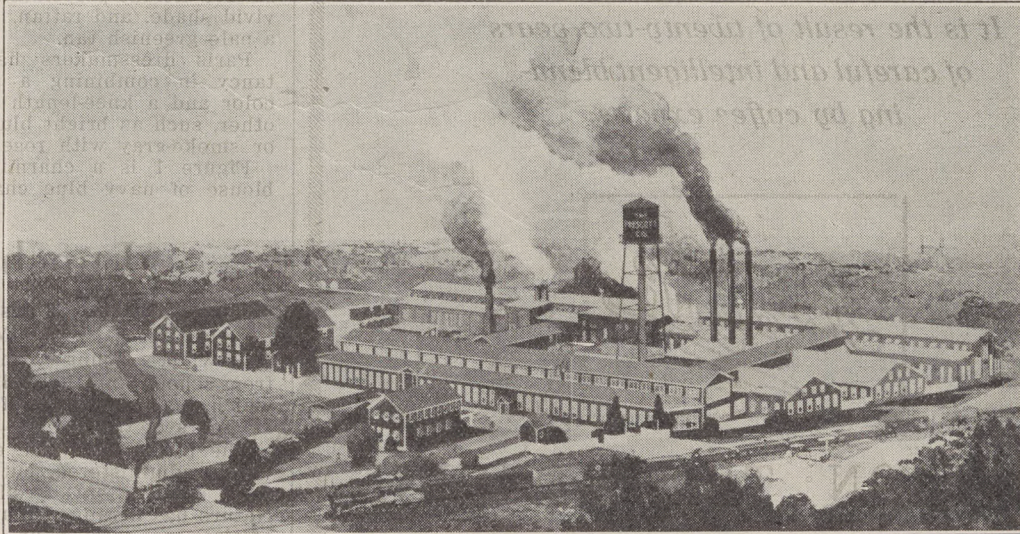
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COLEMAN C. VAUGHAN, Secretary of State; ORAMEL B. FULLER, Auditor General;  
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### Woman and the Home

By MAE T. ERDLITZ



## Women's Pretty Home-made Blouses

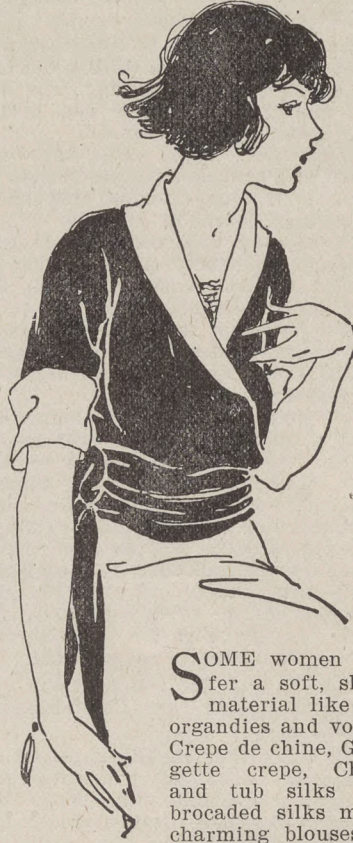


Fig. 1

SOME women prefer a soft, sheer material like the organdies and voiles. Crepe de chine,orgette crepe, China and tub silks and brocaded silks make charming blouses of the soft variety.

The tucked front and collarless neck are featured by some blouses; while most of the kimono cut blouses are draped. Necks are being cut a little low in the back this season. The popular length for practically all blouses, except the lingerie tuck-in models, is barely to the hips.

Collars are quite magnificent in size, while many of them set high about the neck. In the lineup of neckwear the vestee with attached Buster Brown collar is a favorite, while a little tie of black velvet ribbon gives the finishing touch. Very effective chains can be made of all black or colored gross-grain ribbon, which adds greatly to the charm of the home-made blouse.

Fur trimmed dresses and fur trimmed blouses are much in evidence this season. Vivid-hued sashes and girdles are in high favor, Roman striped silk or ribbon being particularly popular. For next spring approved blouse shades include porcelain blue, a rather vivid shade, and rattan. The later is a pale greenish tan.

Paris dressmakers have no hesitancy in combining a skirt of one color and a knee-length jacket of another, such as bright blue with black, or smoke-gray with rose pink.

Figure 1 is a charming afternoon blouse of navy blue charmeuse, and

has the smart new feature of the long waistline, achieved by means of the cross-over waist, tied at the right with a careless looking bow. The collar and cuffs are made of white satin, or any other contrasting shade.

No trimming is used on this blouse, but if one wished to use a touch of embroidery or beading on self-color collar and cuffs it would result in a very attractive waist. Any small and compact pattern could be used.

Most people find it very difficult to embroider on dark material because of the failure of the pattern to show up after being stamped. If you wish to embroider some dark material on which the design cannot be stamped, take off the pattern on strong, brown paper, baste this on the place where the embroidery is desired and work over the paper. When finished carefully tear the paper away, taking pains not to pull the stitches. It saves padding, and the work is much more easily and quickly done, and looks better.

Figure 2, like many of the neworgette blouses, is lace trimmed. On each side of the front are four tiny pin tucks, in the center of which, placed parallel with the tucks, are five very smallorgette covered buttons. The lace is inserted as is shown in



Fig. 2

the picture, the inner row, starting from the end of the collar on each side, while the outer row reaches the center of each shoulder. Long sleeves feature this blouse, the cuffs of which are trimmed with three rows of inserted lace and edged with a shirred lace. This blouse is very attractive in either white, flesh or bisque.

## Lunch Time for the Kiddies

There are two kinds of piecing; the piece which Mother gives when Young America comes from school, and the odds and ends to which he helps himself at any and all hours of the day.

The former is to be encouraged if wisely administered, but the latter is the enemy of well-nourishment. Nature has arranged that most of her affairs are carried on rhythmically—the tides of the ocean with their ebb and flow, the day with its sunshine and darkness, the seasons, and the heart beats. All goes with work and pause; nothing is at random; all is systematic.

That delightful organism, the Child, is no exception to the rule, or should not be. He should take on food, digest

it, rest, grow hungry. There is more truth than poetry in the saying, "Digestion waits on appetite." If food is taken into the stomach before it is emptied and rested, it is unfit for the next task and indigestion is the result.

If one eats too frequently he will not know hunger, the best sauce. It is this which makes the simple dish fit for a king, which prompts one to eat wholesome, nourishing food and not bicker at knick-knacks lacking in nourishment and over-balanced with sweets and fats.

This does not mean that children should have nothing to eat between meals. It does mean that they should not eat irregularly, "without rhyme or reason," whatever happens to come





their way, or whenever their pampered appetites lead them to the cooky jar.

The child should eat more frequently than the adult for three reasons: his stomach is smaller, his activity greater

so that he uses up his supply of fuel and energy more quickly, and he is growing and the adult is not. At a regular hour between meals, about ten in the morning and four in the afternoon, he should be given a light "piece"—a cup of milk, a sandwich, an orange, an apple or a dish of prunes.

The piece should not be so plentiful as to spoil the appetite for the next meal. It should, however, be something substantial which will supply a body need and prevent the consuming of body tissues in the lack of food.

The well nourished body is stocked with germicidal fluids which attack

and eradicate many disease germs which find entrance into the system. Irregularity of eating, breaking Nature's rythm, causes irregularity of elimination, and this is the cause of poor health.

One of the worst of our children's bad habits is the eating of candy and knick-knacks just before a meal when really hungry. This spoils the appetite for other food, too little is eaten at the meal to last long and the child is soon hungry again, and the regularity is upset. The same reasoning applies to the eating of the dessert before the first course, as most children will do if allowed their own way.

The wisest rule is that originated by two tiny tots: "Eat all your baddest things first and after that your goodest."



## Simple but Delicious Home Recipes

### Crumb Griddle Cakes

One cup bread crumbs, one cup flour, one cup milk, one egg, one teaspoon baking powder, one-half teaspoon salt and one teaspoon molasses. Soak the bread crumbs in the milk; add the sifted flour, the well beaten egg; mix well; add baking powder, salt, butter and molasses; mix. Bake on hot griddle.

### Stuffed Spare-Ribs

Place half of the ribs on the bottom of the pan, cover with dressing, lay the remainder of the ribs on top and skewer together. Roast until tender having the oven hot at first, then reducing the heat. Parboil potatoes in salted water and brown in the pan with the meat, basting with the fat occasionally.

### Date Souffle for Four Servings

One cup dates cut fine, one-half cup sugar. One third cup water. One teaspoon vanilla. One-eighth teaspoon salt. Three eggs. Four tablespoons flour. One-half teaspoon baking powder. Mix dates, sugar and water and cook slowly until soft, allow to cool and then add the egg yolks, flour, baking powder and salt and beat for four minutes; carefully add the egg whites, beaten light, and pile the mixture lightly in a well buttered baking dish. Set in pan of hot water and bake in a moderate oven for 30 min-

utes, or until the souffle is set and has risen quite high, about half again its height.

### Chesse Balls

Take equal parts of cottage cheese and ground walnuts. Add a little celery cut fine, chopped parsley, and mix with sweet cream. Salt to taste. Make into small balls and sprinkle with paprika. Serve with relish with nut bread.

### Chestnut Stuffing

One cupful of dried breadcrumbs, one cupful of boiled, smashed chestnuts, two-thirds cupful of boiling water, two tablespoons of bacon fat, half teaspoonful of paprika, one teaspoonful of grated onion. Mix the breadcrumbs, chestnuts and boiling water thoroughly, then add other ingredients.

### Baked Salmon

One cup salmon, three level tablespoon chopped green pepper, one-third tablespoon celery salt, one level teaspoon salt, one-half cup bread crumbs, one and one-half cups milk. Mix the salmon, green pepper, celery salt, bread crumbs, milk and well beaten egg. Beat for one minute. Pour into well buttered mold. Set in a pan of hot water and bake for 25 minutes in a moderate oven. Unmold and serve with egg sauce.

## Some Things Folks Share

(Continued from page 9)

borrowing money as a sure road to ruin. He wants credit to produce and move his crops. He wants both real and personal credit, long term and short term credit. He sees men in other occupations enjoying this. He is out for his Federal Farm Loan and the improvement of the system. When the thing is over he will have it.

He sees others control their products, while the officers of his association have been carted over to the jail. He, therefore, is out for the right of collective bargaining. When the thing is over he will have it.

We might multiply words but we won't. The great majority of farmers want only what is just. I can assure you of that. I know farmers who are radical and farmers who are conservative. All have the same promptings to action. But I have found very few of them who demand more than a square deal. Most of them are willing to take their share of the grief. If they are wrong, they are willing to be shown.

It has long been the favorite passion of the farm "uplifter" to "give" the farmer something, to "do" something for him. This has kept the farmer a peasant and he has come to know

it. The farmer desires no philanthropy or act which will tend to recognize him as in the class of "weary Willie" or make him a peasant.

He feels himself as having all of the rights that other men have, no more, no less. Feeling that he is not getting economic justice and that he is not considered as having the right to carry his goods as far towards the consumer as other producers do, or as having the right to purchase his raw materials as other manufacturers do, he is out to try his hand at both. He believes that he can do as good a job at the business as is now being done. He will come through.

All roads lead to town. The farmer is coming to town not simply to buy a few necessities, he is coming with his ideas. It is not a situation which the commercial secretary will need to go out to look after. It is a condition which the American City Bureau will have to face. The remedy will be found not in trying to change the farmer but in educating those within the field of membership of commercial organizations. This is the biggest problem confronting you right now.

# Come To the Heart of Cloverland

This is the time of the year when you decide whether you will stay on your present location or whether you will make a change for something new and better. The days roll by rapidly, and before you know it, those who have made a decision to come into this great land of clover will be in the midst of great stands of timothy, red top and blue joint with yields not uncommon at six tons to the acre. Each year finds more farmers opening up new cloverlands in upper Wisconsin—known the world over as the Cloverland of America.

### We Help You To Prosper

If you have limited capital, ambition and willingness to work, you can own a happy home and valuable farm where nature's greatest gifts are at your disposal. When you come to "Happy Land" you will see opportunity everywhere. You will meet the kind of people who do things—who mingle good health and good profits. We meet you here, show you the land, and give you the chance to see how happy all of our settlers are.

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**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.

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Marquette, Michigan

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# More Berry Acreage Is Badly Needed in Wisconsin

By W. A. FREEHOFF

WISCONSIN has only 126 acres of red raspberries, four acres of purple raspberries, 24 acres of black raspberries, and 42 acres of blackberries.

This scanty acreage supplies less than one-tenth of Wisconsin's needs, and is almost a certain guarantee that any farmer who plants these cane fruits will be liberally rewarded. Berries have been high in price, are high in price, and are likely to remain at profitable prices, now that the sugar shortage has been overcome.

In spite of this scarcity of berries, I would not advise the general farmer to plant berries on a commercial scale. The dairy and live stock farmer seldom will devote the time and attention necessary to insure a good crop and to see to proper marketing. He has his hands full in getting his crops of hay, grain and corn planted, cultivated and harvested, and his cattle properly taken care of. Any fruit that he plants will come largely under the care of the women and children on the farm.

But there is a large class of farmers in Wisconsin who have holdings of 30 acres and less, and who depend upon vegetables and fruits. Many of them could easily double their acreage of berries, and be liberally rewarded, as it seems reasonably certain that the ruinously low prices of 25 years ago are now a thing of the past.

One of the reasons why Wisconsin does not have a larger acreage of cane fruits is the crown gall and anthracnose. Another is that vegetables, like sweet corn, have afforded easier money. But there is every evidence on hand to show that easier money has tempted too many growers, with the result that low prices may be expected. Cane fruits are just about ready to have an inning, and wise is the farmer who will get ready first.

Growers complain about getting pickers, but it seems to be the consensus of opinion that higher prices

would attract more pickers. At the present rate expert pickers make less than \$1.50 a day, which in the period of high wages through which we have just passed, was not even pin money.

Anybody who expects to make money in cane fruits must, of course, grow them on a commercial scale, so that horse cultivation may be employed. But before planting these fruits, look over the local situation carefully, and determine whether you can get pickers, and that canning factories, etc., have not got all the available pickers corralled.

Also make sure that you get healthy stock plants, and especially be on your guard against crown gall, anthracnose, and the cane borer.

Crown gall is the most widely distributed disease, and causes more injury among the cane fruits than any other. It is the limiting factor in the growing of blackberries, and important in limiting raspberries.

Anthracnose is the second most important disease and is found wherever raspberries are grown. The disease not only affects the canes and leaves, but may dry up the fruit before maturity.

The cane borer is most destructive on raspberry plants. The adult female in early summer girdles two rings near the tips of new shoots, and between these rings she deposits the eggs. The young grub immediately bores downward into the healthy part of the cane and continues until the ground is reached, completely ruining the cane.

The usual method of controlling the borer has been to watch for the girdle rings, and cut off the cane tips before the grub hatches. Anthracnose can be controlled by spraying as late as possible, while the buds are swelling, but before they have opened, with a lime sulphur solution. The control of crown gall is largely one of securing clean stock, always a difficult problem.

# Lower Beef Production Costs

EXPERIMENTS in animal nutrition, carried on for 17 years at the Minnesota Agricultural Experiment Station, indicate the possibility of reducing materially the feed cost of beef production, according to Bulletin 193 of the Minnesota station, "Investigation in Beef Production," by T. L. Haecker, formerly chief of the Division of Animal Nutrition, just issued. Data obtained in studying the feed and nutrient requirements in growing and fattening a group of seven calves, begun in the fall of 1901, disclosed a marked discrepancy in the amount of dry matter and digestible nutrients consumed daily, actual and per 1,000 pounds live weight, on the one hand, and the amount prescribed in literature on feeding for beef production and the amount generally given in practical feeding, on the other. This suggested the possibility of reducing feeding costs. A more complete series of experiments was decided on, however, in order to verify or to disprove the conclusions reached in these first experiments.

Beginning in February, 1908, several groups of beef-bred calves were obtained in turn. The animals in each

group were fed under most careful supervision, the feeds being weighed and analyzed frequently, the rate of gain of the animals being recorded, and the changes taking place during the various periods of 100 pounds gain in live weight—the amount of water and dry substances stored; the amount of protein, fat, and ash in the dry matter; and the relation of the feed units consumed during the various periods of growth to the components stored in the body—being carefully noted. In all the feeding operations the intent was to provide the steers with sufficient food to satisfy the appetite but not to provide more nutriment than would be utilized. At intervals of 100 pounds gain an animal was slaughtered and its carcass carefully analyzed.

The outcome of the studies is a series of tables which are the scientist's answer to the question: Is it possible to reduce the cost of feeding for beef production? But this answer will have to be tried out in actual practice under varying farm conditions before the tables can finally be accepted as guides by stockmen.

The bulletin is, in fact, one for the technical student rather than the practical feeder. A relatively small edition has been issued, therefore; so small that requests for quantities of the bulletins cannot be granted. Single copies may be had, however, by addressing Office of Publications, University Farm, St. Paul, Minn.

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# Stock Breeders' Association Proves Great Success

By ANDREW W. HOPKINS

APPRECIATING that there was not a state in the Union better adapted than Wisconsin to the raising of live stock, and realizing the many advantages to be gained from cooperative effort, leading stockmen of the state met in January, 1901, and organized the Wisconsin Live Stock Breeders' Association. The object of the organization, as expressed in its constitution, and as interpreted by succeeding boards of officers, was the advancement and protection of the live stock industry of the state. Reputable citizens of Wisconsin actively interested in live stock production were eligible to membership.

The organization, which within the last few years has been incorporated, has at all times worked in perfect harmony with all other agricultural organizations and agencies for the upbuilding of the agriculture of Wisconsin. As a result of excellent soil and climatic conditions and unsurpassed nearness to America's leading live stock markets and the splendid work done by this association and similar organizations, Wisconsin has become one of the great live stock producing states of the Union. The prosperity of this state depends upon

the stewardship of the organization.

In employing these funds the association has at all times attempted to use them in such ways as would best serve the interests of this important industry and our great commonwealth. The public has been asked to judge and gauge the merits of the work by the results. One of the first activities of the association was the operation of "more and better live stock" demonstration trains. For a number of seasons, through the cooperation of the Chicago & Northwestern, Chicago & St. Paul, Soo, and Green Bay and Western Railway companies, these were run over the different lines of the road crossing and traversing the state. It would be impossible to estimate the value of the work thus done and begun. These demonstrations were the forerunners for later campaigns for the improvement of herds and flocks, including the better bull drive which became the model of the nation.

In this connection it should be said that officials of the different roads having extensive mileage in the state are very willing and anxious to cooperate with this association in conducting a better bull campaign on their lines in Wisconsin. The plan



Five State Prize Calves Owned by Boys and Girls of Calumet County, Wis.

the prosperity of its farmers and the prosperity of its farmers depends in no small way upon the development of its most important agricultural industry, the raising of bred-for-production live stock.

Since its organization, the association has been served by seven secretaries—Frank W. Harding of Waukesha, W. L. Carlyle of Madison, L. P. Martiny of Chippewa Falls, F. H. Scribner of Rosendale, Eben E. Jones of Rockland, Richard Rowlands of Waukesha, and Andrew W. Hopkins of Madison. During my term as secretary I have seen the work grow until it required the services of assistants, and in these capacities Raymond Baker of Rewey and D. S. Bullock of Marinette have served faithfully and ably.

It was while Mr. Scribner was secretary that I became actively interested in the purposes of the association and it was my privilege and pleasure to aid in planning, and carrying on, some of the work then attempted. The publication of the first directory of Wisconsin stockmen resulted in developing a still greater pride for the industry and an appreciation of the necessity for still more active work upon the part of the organization.

This led to the presentation to the legislature of the needs and opportunities of the association, and in 1911 the first appropriation of \$4,000 was made. The state has continued since to invest in the work and the association increasing the amount first to \$7,000 and later to \$9,000 a year, and showing an increasing confidence in

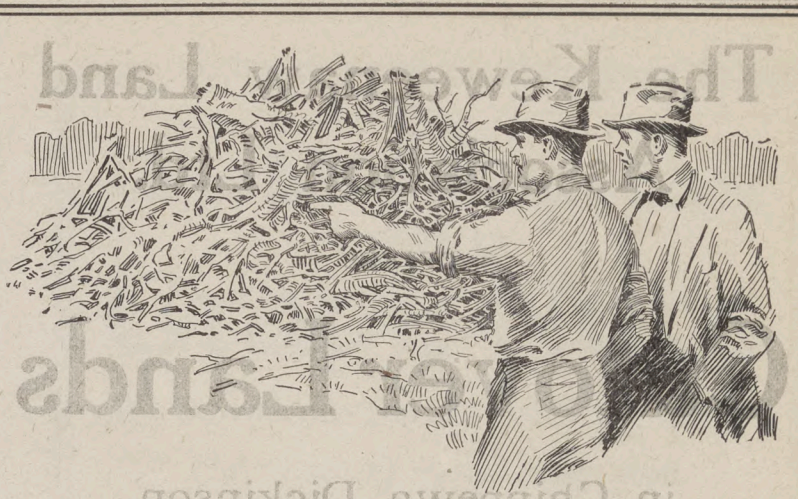
suggested by the secretaries, that a better bull exhibit be carried and that at each point one or two purebred bulls be exchanged for grades and scrubs, has met with very hearty approval.

Out of the demonstration trains grew another effective campaign—the displaying at important county fair exhibits of profitable and unprofitable farm animals—one the product of purebred and the other the result of inferior sires.

The association officials in their campaign for better live stock have been mindful of the importance and strategy of working with young people. Officers of the organization have given up much of their time to attend conferences for the purposes of interesting local leaders in some of the big plans for the development and improvement of the state's livestock industry—particularly as these related to young people.

The Junior Live Stock Exposition and the state-wide high school judging contests are the outgrowths of this attempt to interest the youth of the state in stock husbandry. The importance and success of both movements are too well known to require repetition.

The work among the young people of the state is bringing returns—big returns. The Junior Live Stock Exposition just held undoubtedly meant much to every community that had a boy or girl entered in the competition. Every one is enthusiastic over the high school judging contests which were held last year and which are to



## A Big Stump Pile—Quick

"Every stump in that pile was blasted out with dynamite. That, John, is why it was so easy to do the whole job—get the stumps out and pile 'em."

"What kind do I use? Hercules, of course—20% Low Freezing Extra. It does the work, stumps and roots, better than anything else I've ever tried. I'm strong for

### HERCULES DYNAMITE

"Of course you can't use the 20% for everything. When it comes to ditching and boulder blasting I use Hercules 60% Nitroglycerine Dynamite. But for stumps in heavy soil you can't beat the 20%. It does the trick and saves money."

"If you want pointers on the use of dynamite write the Hercules Powder Co. for their book, 'Progressive Cultivation.' That book has been worth a lot to me."



Hercules Dynamite is for sale by leading Hardware and Implement Dealers



HERCULES POWDER CO.

920 Market St., Wilmington, Del.

Gentlemen: Please send me a copy of "Progressive Cultivation."

I am interested in dynamite for

Name

Address

## Cut-over Timber Lands

Suitable for Agriculture and Stock Raising in

### Ashland County, Wis.

For Details Write

## MELLEN LUMBER COMPANY

MELLEN, WISCONSIN



## 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.

be enlarged in scope and improved in detail this season.

Through the close cooperation of the association with the Division of Immigration, Wisconsin is attracting to its cut-over lands settlers who are interested in stock raising and eager to associate themselves with local groups to insure their success and the more rapid development of the areas to which they move. This is typical of many we are receiving, and serves to show the advantage of getting into communication with prospective settlers even before they come to the state:

5240 S. Washtenaw Ave.,  
Chicago, October 9, 1920.

Andrew W. Hopkins, Secretary,  
Wisconsin Live Stock Breeders' Association,  
Madison, Wis.

Dear Sir:

I expect to move into Oconto county next March or April and of a natural cause I am interested in live stock.

"where live stock farming has attained a high standard of perfection there also has citizenship attained an equally high standard. An intelligent contact with farm animals always has and always will insure quality in the man, and a closer kinship with the better types surely brings forth fruits not yet compassed. General education, honesty of purpose, righteous living, culture and religion have made the most progress in those communities in which intelligent stock farming has been most generally pursued.

We would not wish to give the impression that the stockman—even the Wisconsin stockman—has no ills or grievances. Any one familiar with conditions knows the contrary. The breeding of both meat and milk producing animals is confronted with serious marketing difficulties which must be satisfactorily handled if these industries, the state and nation are to prosper. Occupying, as it does, a position of opportunity, the associa-



Imported Bella II, Owned at Island Farm, Minnesota. Ten Times Winner During 1918 Season.

When I say I am interested in live stock I mean of course pure bred live stock as I consider scrubs as belonging to a by-gone day. Of course I will not be in a position to start with a large herd of purebreds but I do expect to start with one Holstein cow and two Duroc Jersey hogs.

I have heard of your association and also the other agencies located throughout the state and consider them a great boon to the farmer who will take advantage of the help that they offer. I hope that you will keep my name on your list and write me again soon or at least when I move into your great state.

Very sincerely yours,

(Signed) H. W. TROUH.

We are recording, in a very inadequate manner, the work of this association in one of the greatest periods of Wisconsin's live stock history. During these years our stockmen have prospered—often not as much as their efforts entitled them—and Wisconsin has increased in stature as a commonwealth of stock farm owning people. It truly is a noteworthy fact that

tion must exercise its power by setting itself seriously to the task of helping to answer some of these large questions.

Familiar with the past, studying carefully into the present, and looking cautiously into the future the stockmen of Wisconsin may well seek, through their respective organizations, to increase the returns from their efforts: (1) by discarding inferior animals; (2) by strengthening their organizations; (3) by cooperating, wherever necessary, in buying and selling; (4) by combating disease; (5) by supporting boys' and girls' club work; (6) by studying live stock and milk marketing; (7) by insisting upon more stabilized markets; and (8) by working for a proper relation between the price paid the producer and that paid by the consumer.

Knowing the temper of Badger stockmen, I confidently believe that they will meet the present situation in a gratifying manner and that Wisconsin's reputation as a nursery for profit producing breeding stock will continue to spread.

## An Excellent Family Book Free

EVERY man and woman in Cloverland should be deeply interested in following the educational campaign of associated trust companies of the United States, being conducted in newspapers and a number of national magazines.

A vast number of persons owning property die annually leaving no wills. Their property is disposed of according to the laws of the states in which they live, and their families may not be cared for in accordance with their individual requirements and therefore suffer severely. The failure to make a will is due in the great majority of cases to lack of understanding. Men and women simply do not think nor realize that if they wish their estates

to go to any particular person or beneficiary after death they should make certain of this by having their will drawn. Or if they realize it, they put off their will-making until they have "a little more time," and a sudden accident overtakes them and leaves their families unprovided for or unprotected.

If you are interested in this very important subject, write for a copy of the booklet which is a part of the educational campaign. The booklet is entitled "Safeguarding Your Family's Future," and can be obtained without cost or obligation by writing the Union Trust Company, Detroit, who are contributors to this educational work.

## Potatoes—

We have this year the **biggest crop** in the history of the country, **excepting** 1917. That year, you will remember, **thousands of bushels** were **dumped**. From present crop figures business and market conditions, we will see a repetition of the spring of 1918, and a great many potatoes will be **wasted**. Very few farmers are **feeding** up their potatoes, and they **expect a good market** in the spring. We do not believe this will materialize and urge farmers to market their potatoes while there is sale for them. Our marketing facilities are at your disposal, and we will use our best efforts to your advantage. Grade your potatoes to comply with U. S. Grade No. 1 and put them up 150 lbs. net, in new sacks. Bill your cars to Green Bay "for diversion." Send us the bill of lading and we will do the rest. We make prompt returns and assure you quick results.

**Platten Produce Company**  
**GREEN BAY, WISCONSIN**  
Gateway <sup>To</sup> <sub>From</sub> **Cloverland**



# Wisconsin Honor Farmers

**A** lifetime of unselfishness brought to three Wisconsin farmers and one Illinois agriculturalist, honorary recognition by Wisconsin this winter.

David Imrie of St. Croix county, Robert Hall of Oconto county and R. J. Coe of Jefferson, together with Eugene B. Funk of McLean county, Illinois, were allowed testimonials of appreciation by the regents of the University of Wisconsin upon the recommendations of the faculty of the College of Agriculture. Dean H. L. Russell presented each of the nominees to President E. A. Birge who gave the certificates of recognition.

In introducing David Imrie to the assembly of farmers, Dean Russell referred to his record as a pioneer exponent of co-operation among farmers. About a quarter of a century ago, Mr. Imrie organized the first co-operative creamery in his section of the state, and aided in the organization of three similar creameries within the next few years. At about the same time the only concrete silo in Buffalo county was being erected on Mr. Imrie's farm, while today the county boasts of hundreds of these structures. After his venture with organized creameries he bought his 320 acre farm in St. Croix county where he now lives. As member of the Farmers' Institute force, as breeder of purebred livestock, as a factor in the development of the Wisconsin Live Stock

Breeders Association and kindred organizations, Mr. Imrie has been a splendid force among Wisconsin farmers and their interests.

"In Oconto county he stands for model farming, better home life, and more entertainment for the settler," were the words with which Dean Russell presented Mr. Hall to President E. A. Birge. Mr. Hall has only been a farmer for about 15 years, and yet his character and ability as a pioneer farmer in Oconto county has earned him a high place among Wisconsin community leaders. "Boys and Girls of his community regard him as their leader not merely because he is so ready with his violin at their school functions, but because he has just proven to be their good friend in all things," said Dean Russell. Pure bred seed corn and alfalfa are Mr. Hall's specialties. He is a settler who has made a splendid success under typical northern Wisconsin conditions not only on his farm, but through his influence as a community leader.

Conspicuous among horticulturists of the state is R. J. Coe, and in commenting upon his contribution to the state's farming interests, Dean Russell pointed to his fine leadership among fruit growers and nursery-men of the state. For eighteen years farmers have heard him lecture from the Farmer Institute platform and for several years he lead the state Horticultural Society as its president.

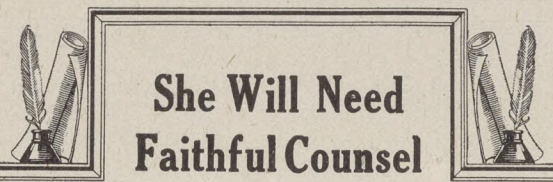
*The*  
**Choice Parts of Selected Grains**  
 give to  
**Grape-Nuts**  
 its health and body-building value

This wheat and malted barley food is so processed and baked that the nourishing qualities and pleasing flavor are fully brought out

**Healthful-Satisfying—"There's a Reason"**

The western farmer who, just now, is receiving 35 to 40 cents per bushel for his corn, blinks and rubs his eyes when he gets returns from the sale of

his live stock and learns that he has been charged \$1.75 per bushel for the corn his animals ate while in the stock yards, waiting to be sold.



## She Will Need Faithful Counsel

When you are gone your good counsel and thoughtful care are gone, too. Your wife and your executor are left to settle up your numerous, and often complicated, activities.

Careful men make wills. It is the only safe way to assure the carrying out of their plans for their families.

Certain it is that you know best how your estate should be divided.

And you know best, too, whom you should have as executor of your will—someone experienced, faithful and never-dying who will carry out your wishes to the letter—who will give faithful counsel to your family.

Trust Companies are ideal executors because it is their business to fulfill duties of trust. They have the necessary knowledge and facilities. They have a permanence in organization which means that neither death, sickness nor absence can interrupt the settling up of estates.

The Union Trust Company has acted in the capacity of executor or co-executor of hundreds of wills. It has the experience gained in thirty years of service. Its officers will gladly give you their expert counsel. Let us send you valuable literature on wills and executors.

*First Trust Company in Detroit*

# Union Trust Company

DETROIT, MICHIGAN

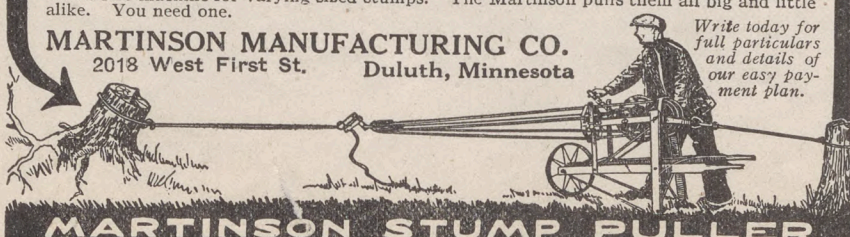
## PULLED 64 STUMPS IN THREE (3) HOURS

—and only one man operating. That's what the Martinson One-Man Stump Puller actually accomplished before hundreds of spectators at the Minnesota Land Clearing Demonstration last May. It will do the same for you, without the assistance of teams, tractors or hired help.

The Martinson is mounted as a wheelbarrow and is easily moved, adjusted and operated. Its scientific construction develops wonderful strength. You don't have to buy a different size machine for varying sized stumps. The Martinson pulls them all big and little alike. You need one.

**MARTINSON MANUFACTURING CO.**  
2018 West First St. Duluth, Minnesota

Write today for full particulars and details of our easy payment plan.



**MARTINSON STUMP PULLER**

## 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

## AMERICAN EXCHANGE NATIONAL BANK

OF DULUTH, MINNESOTA

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

## VON PLATEN-FOX LUMBER CO.

MANUFACTURERS OF

# NORTHERN HARDWOOD

IRON MOUNTAIN, MICH.

## JOHN S. COMAN

Lumber Inspector and Shipper

Deputy Inspector, National Hardwood Lumber Association

Shipping from

Lake Michigan, Georgian Bay and Lake Superior Points

MENOMINEE, MICHIGAN



## Steam Dried Sugar Beet Pulp

Made from washed, clean, fresh sugar beets, partly cooked in process—then dried—looks like rolled oats. Put up in 100-pound bags.

Make dairy cows milk like spring pasture.

Write for price and other information.

**The Menominee River Sugar Co.**  
MENOMINEE, MICHIGAN



A White Pine Plantation in Minnesota

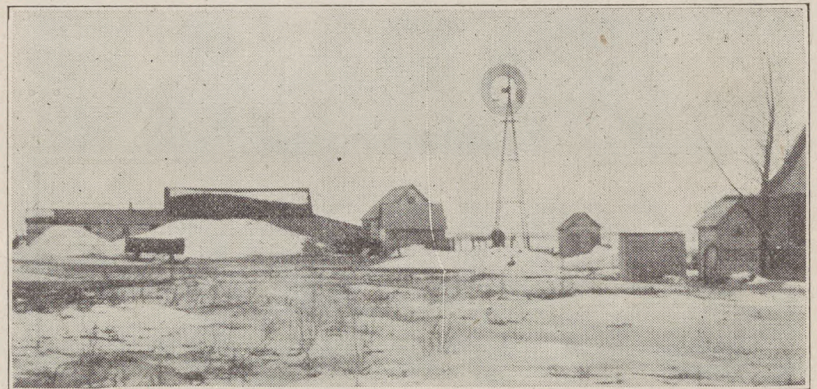
## Problem of Re-forestation

(Continued from page 3)

burner, they are now being converted into lath, curtain poles, box boards and fibre for paper. Even the bark of the tree is now being manufactured into insulating products which yield as much value as the wood itself. Inferior species such as jack pine and popple are now becoming very valuable. These are fast growing species and it is this type of tree which will be first propagated in the future.

At the North Central Experiment Farm at Grand Rapids, Minnesota, a stand of jack pine which was planted in 1900 has now reached an average diameter of seven inches at breast height. This means that jack pine

is assured for farm products that we will find the greatest agricultural development, and instead of apathy or antagonism, the development of the Lake States demands that encouragement and help of every kind should be extended in bringing in and supporting these industries. If these industries are to survive and enlarge and become a big factor in the development of the Lake States, it means they must be assured of a supply of raw material and this raw material can best be produced upon these lands which are no good for agriculture. State and federal lands should be so administered that they can produce a



A Nice Grove Would Greatly Increase the Selling Price of This Farm

can be produced in from twenty to twenty-five years of a size suitable for pulpwood. Popple is the principal wood from which most of our book and magazine paper is derived. Birch, of which millions of cords have been burned and considered of no value, is now being used for the manufacture of toothpicks, clothes pins, veneer, and many other uses. These by-products are now giving employment to thousands of people where the utilization of them for lumber alone would only afford employment for a few hundred. It would seem, therefore, that the variety of uses which have been developed for wood products and which mean the investment of immense sums of money will make permanent industries for many of the towns in the Lake States region. It is around these towns where market

yearly crop in the same manner that a farmer produces a yearly crop of grain or potatoes. The present strangle holds upon private enterprise such as lack of fire insurance and unjust taxation on young growing timber must be changed so that the paper man, toothpick man, turpentine man, or sawmill man and farmer can utilize the poorer lands for the growing of his raw material in the same way that the sugar man has sugar plantations, the rubber manufacturer has rubber plantations or the clothing man has cotton plantations.

From a farmer's standpoint, it would seem that the present day farm management of the lands in northern Minnesota should include the timber crop as one of the main crops in that part of the state. The prospective settlers

(Continued on page 28)

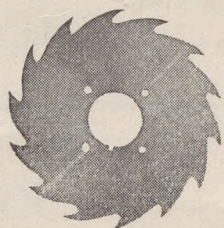


A Scotch Pine Group in Minnesota

## DOCK COAL

**CENTRAL WEST COAL CO.**  
MENOMINEE, MICHIGAN

**Menominee Saw Co.**  
MENOMINEE, MICHIGAN



MANUFACTURERS OF

SHINGLE  
HEADING  
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LATH  
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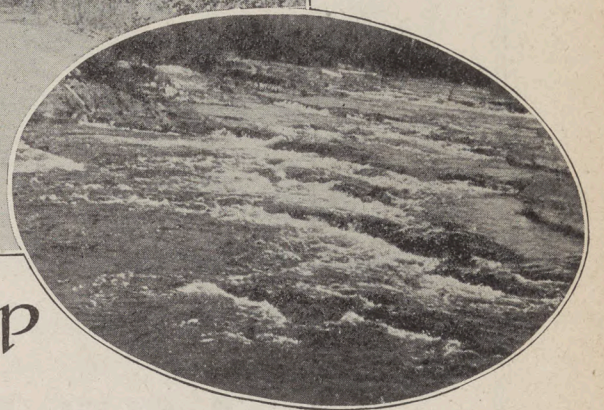
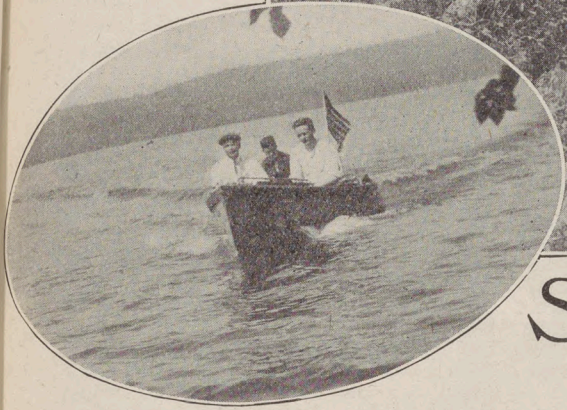
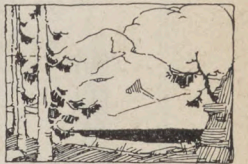
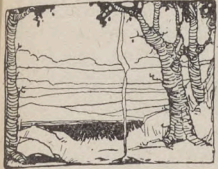
# SAWS

GANG  
MITRE  
GROOVING  
CROSS CUT  
DRAG  
MILLING

— Fully Warranted —

SAW REPAIRING OF ALL KINDS





# Stambaugh Township

## THE HEART OF CLOVERLAND

"Boating on Chekagon"

"Where the grey trout lies asleep"

### AREA

Total 110,000 acres. Fertile fields, virgin forests, cut-over lands. A vast area of golden opportunities "in the heart of Cloverland."

### CLIMATE

The rainfall is abundant. Air dry and exhilarating. Long sunshine hours. Average temperature 40° F. Average altitude of 1000 ft. Growing season of from 90 to 120 days.

### FINANCIAL STRENGTH

Assessed valuation \$11,515,000.00. Tax rate 2.9% gives Stambaugh township an enormous credit which few townships in America can equal.

### INDEBTEDNESS

Total bonded indebtedness \$118,000.00; a very small percentage of our assessed valuation.

### MINING

Fourteen producing mines, 10 valuable properties undeveloped, 1200 men. There are 500,000-000 tons of iron ore untouched by man lying within the boundaries of the township.

### LUMBERING

There are 50,000 acres of virgin forests of birch, maple, cedar, spruce, and ash. 13,500,000 ft. of logs were cut last year.

### SCHOOLS

15 Public Schools employing 75 teachers, enrolling 1940 pupils, and possessing school property valued at half a million dollars.

### CHURCHES

7 churches, 2 community houses, opportunities for strong clean development.

### BANKS

Two banks, capitalization of \$65,500 with surplus. The Stambaugh bank building is the finest in Iron county.

### AGRICULTURAL

The long sunshine hours of our summer days, the virgin soil, and abundant rainfall make possible large yields of clover, potatoes, fruits, all root crops.

### THEATRES

Three movie houses showing the best films.

### HOMES

Both rural and urban homes are of the modern and substantial type.



"A bit of woodland trail"

Above center: "On the Cloverland Trail"

### RAILROADS

The Chicago, Milwaukee & St. Paul and the Chicago North Western Railroads connect us with either Duluth or Chicago in a day's ride, and offer adequate freight and passenger accommodations.

### HIGHWAYS

The auto roads of Stambaugh are ideal and new lines are being perfected each year. The Alpha-Chicagoan Lake Cut-Off via Alpha, Chicagoan Lake, Gaastra, Caspian, and Stambaugh to Iron River, shorten the Cloverland Trail by five miles and leads through the coming resort center of Cloverland.

### GRAZING

Our broad acres of cut-over lands offer excellent opportunities to the rancher and hundreds of cattle and sheep have been shipped here this season.

### STREET CARS

There are three miles of modern street car lines connecting the villages of Caspian, Gaastra, and Stambaugh.

### LIBRARY

The growing Carnegie Library at Stambaugh with 7000 volumes supplies every community in the township.

### DAIRYING

Stambaugh has more high grade and registered dairy cattle than any section in the county, and the finest market in the world at our very door.

### PUBLIC UTILITIES

Excellent artesian water, fine sewer systems in our villages, good phone service, electric lights for the whole district.

### MANUFACTURING

The abundance of water power, exhaustless supply of hardwood, basswood, cedar, and spruce, with good labor conditions and shipping facilities offer opportunities to new industries.

### GROWTH

Population 1900, 1201; 1910, 4238; 1920, 6000. Assessed valuation 1910, \$1,428,813.00; 1920, \$11,515,000.00.

### GOLF

The new Chicagoan Lake Resort Company will open its new fields at the southern end of the lake next spring.

### SPORTS

Natural—The streams and lakes abound in fish, while the forests afford deer, partridge, and beaver in season.

Athletic — Stambaugh has always fostered football, base ball, and basketball and several times has held U. P. championships.

### RESORTS

Virgin forests, fine fishing streams, picturesque lakes, excellent roads, and exhilarating atmosphere make our township a coming resort center.

### COMMUNITY SPIRIT

We believe in "Community Spirit", a pride in home and neighbors. Our township is the first to have a Township Development Bureau.

"A region of golden opportunity lying in the very heart of Cloverland."

# Stambaugh Township Development Bureau

## STAMBAUGH, MICHIGAN

When Writing Advertisers, Please Mention Cloverland Magazine



# Excellent Farming and Grazing LANDS

For Sale in Alger, Marquette, Luce and  
Chippewa Counties, Michigan

Cut-over hardwood lands. Good soil. Fine water. Accessible to railroads and good highways. Near settled communities.

**PRICES \$7.50 PER ACRE**

and up. Easy Terms.

**The Cleveland-Cliffs Iron Company**

Land Department

NEGAUNEE, MICHIGAN

## Rural Schools Now on a Par With Those in Town

(Continued from page 4)

these positions? The great trouble with some of the men in these offices, is they view the matter from the point that there are so many positions to be filled with teachers and so much material to be bought. They proceed to fill these positions and buy this material, without due consideration as to the competency of the applicants or the suitability of the material.

If we men wished to get an estimate on a piece of town road work, or hire a foreman for a piece of road construction, we wouldn't appoint an inexperienced woman for the job. It is equally the same on this school question, the woman familiar with the needs of the school is more competent than any man in the township to act as a member of the school board. Has your town one or more of these prospects for school board membership? If it has, I think you will do away with much trouble and needless waste of school funds, by getting at least one such member on your board. It would be no more than right to give such a woman unanimous support, for she would be doing the district a real service by accepting the position.

It is true that the children do have

more now than in the by gone days. But we are glad of it. We all want our children to have better opportunities than we had. In China the people were satisfied to have as much as their forefathers, and China is the most backward nation of the world today. I often think when someone tells me a story like the above, that if the people who went to school under such conditions, had had the chance that the children have today, and if the school life had been made more agreeable for them, fewer would have quit while in the second and third reader. These boys and girls actually preferred going to work at that age to attending school. This does not speak well for the school.

The United States today is among the most progressive nations of the world. In this progressiveness, schools play the leading part. A large percentage of the children of the United States are educated in the rural schools. The standard of the rural school has been raised until now an eighth grade graduate from the country can go to the city high school or the normal and find himself fitted for his new studies as well as the eighth grade city graduate.

### CORD MILEAGE TIRES

BUILT FOR 8000 MILES SERVICE and guaranteed against defects for 5000 miles. Not a Sewed, Patched or Retreaded Tire—but a sturdy fabric casing rebuilt of new materials, which we are confident will give mileage equivalent to a cord tire. Standard non-skid, geared-to-the-road tread, of new live rubber same as driving. A Brand New Tube Free With Every Tire Ordered—Good Tires backed by real guarantees cannot be sold any cheaper.

28x3 . . . . .	\$7.30	31x4 \$10.95	32x4½ \$12.55	36x4½ \$14.50
30x3 . . . . .	8.00	32x4 11.30	33x4½ 13.10	35x5 . 15.50
30x3½ . . . . .	9.10	33x4 11.75	34x4½ 13.75	37x5 . 15.60
32x3½ SS, only	9.70	34x4 11.95	35x4½ 14.00	

State SS, or Clincher. SEND YOUR ORDER TODAY with \$2.00 deposit. Tire shipped balance C.O.D., with section left unwrapped for examination. If not satisfactory, deposit will be returned in full.

FIELD TIRE & RUBBER CO., Dept. 119 28th & Wabash Av., Chicago

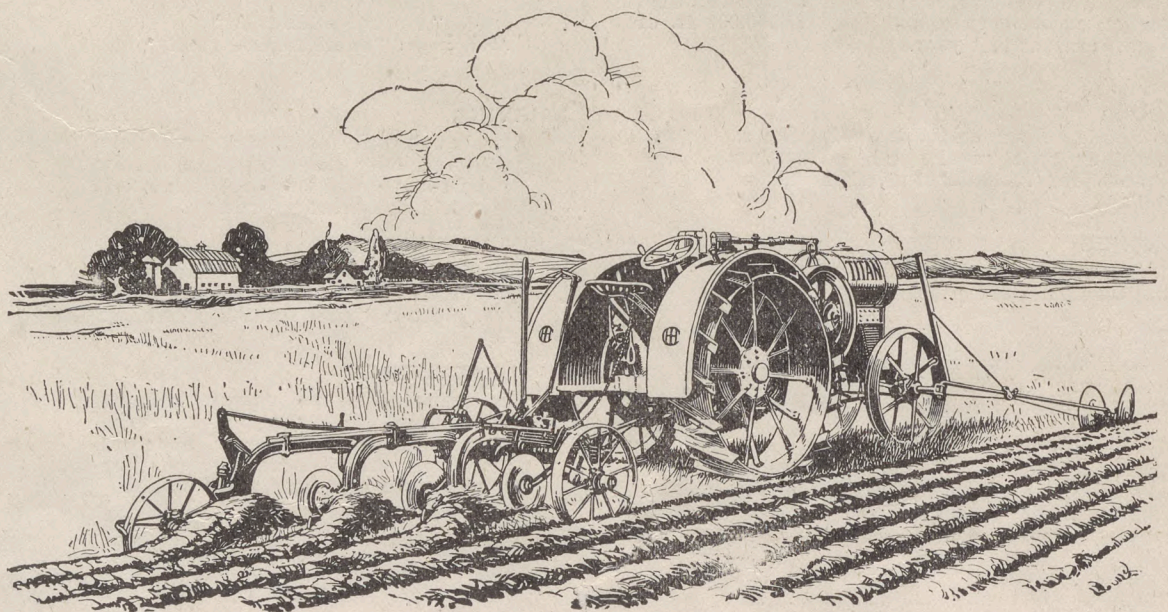
# Titan 10-20--for Economy Farming

**DURING THE YEAR 1921  
AND THE YEARS TO COME**

**T**RACTORS come and tractors go but Titan 10-20 continues its steady traveling along the roads of popularity, and in the fields of labor, conquering the most difficult of practical farm tasks.

Theories and experiments in design and construction run their course among manufacturers and among farmers—and leave behind a varied history. But the service record of Titan has been a revelation in the agricultural world. Its record as an efficient farm power unit has been, to state a plain truth, **convincing.**

During its history, Titan sales have swept ahead; this tractor has carried its success into every county and country. Yet, except for minor improvements and betterments, Titan design has remained unchanged. It has stood the test of time, the test of hardest, roughest usage, the test of strenuous competition, so that to date the farming world has invested over seventy million dollars in Titans. Can there be better proof of thorough practicability?



Titan 10-20 is now more than ever **standard** because it is fundamentally simple, enduring, reliable, right. Do not be deluded by initial false economy. Increase the efficiency of your work for 1921 by an investment in this power. The International dealer is the man to see.

**INTERNATIONAL HARVESTER COMPANY**

CHICAGO

OF AMERICA  
(Incorporated)

U. S. A.

92 Branch Houses and 15,000 Dealers in the United States



**Watch the Pennies**

but don't let them hide the dollars. A few cents worth of inferior flavoring extracts can spoil several dollars worth of other ingredients.

**Van Duzer's Certified Flavoring Extracts**

are preferred by those who realize that using the best is usually true economy.

They have long been noted for their delicious flavors, purity, richness and strength.

Van Duzer Extract Company  
New York, N.Y. Springfield, Mass.

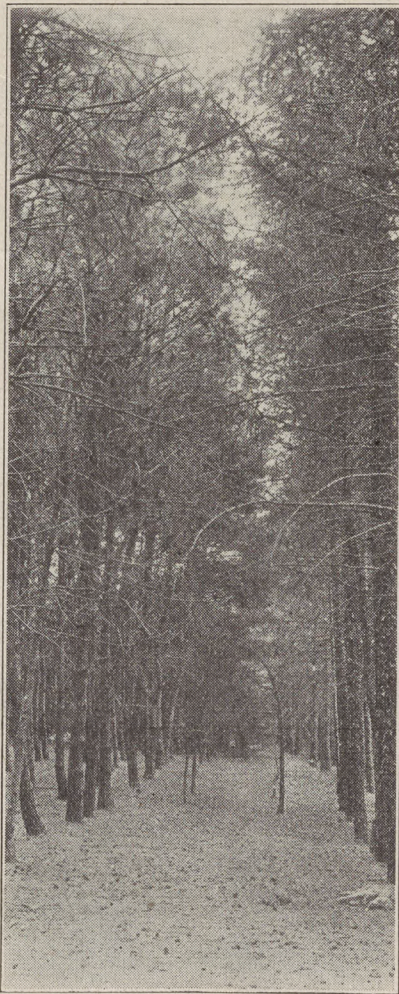


**Re-forestation**

(Continued from page 26)

should be encouraged to look at a half grown tree in the same way that he would judge a calf or a colt. A calf or colt would have very little value when young, but the farmer looks upon them and cares for them because he knows that when they reach a certain age they will have a high value. The average farmer has failed to realize that a half grown tree is analogous to a young calf and that it represents a future money return in the terms of pulpwood, bolts, etc.

The average farm in the cut-over country takes considerable time to clear up, unless a man has a great deal of capital, and according to our best experts, this quick clearing up is generally quite costly. Due to the glaciated nature of the Lakes States region, certain portions of the land on many of the farms will be left untilled for some time, due to some factor such as slope, drainage, rocks, and the like. These lands in most cases are now producing, or can produce, a crop of pulpwood or firewood before they will be utilized for crops. Why not plant them up or protect the young trees upon them for a few years, then use them for pasture, and at the same time get a crop of wood. I think it is safe to predict that within the next thirty years this natural crop will be considered one of the main crops on many farms in the Lakes States region.



Stand of European Larch (on right) 32 Years After Planting.

Send for free sample package

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and New Illustrated Catalogue of Seeds, Bulbs, Shrubs, and Plants grown especially for Northern Gardens and Farms.

You will want the best, so now while you think about it write to

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(Tear Out, Fill In and Mail)

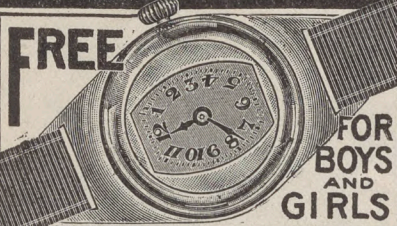
HOME WOOLEN MILLS, Est. 1876  
242 W. Main St., Eaton Rapids, Mich.

Send me skeins of (mention color) HOMEWOOL Yarn, guaranteed 100% American Grown Virgin Wool, at 50c per skein, enclosed. (Postage prepaid). Money back if not satisfied. I expect this to be the finest virgin wool yarn for hand knitting socks, sweaters, caps, etc. Made in white, turquoise, scarlet, heather, maroon navy, oxford, black.

My Name \_\_\_\_\_  
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FREE FOR BOYS AND GIRLS  
All you need do is to sell 40 packets of our vegetable seeds and we will send you—FREE—this guaranteed time keeper with latest style gold finish dial. Seeds are easy to sell at 10 cents per pack. Send no money, we trust you until seeds are sold. Get sample lot at once and secure this handsome premium.  
Dept. 45A American Seed Company, Lancaster, Penn.

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hearing is failing, send for FREE Booklet on Natures Remedy. A safe, easy and efficient Home Treatment. The Lisen Co., Denver, Colo.

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WRITE OR WIRE

BAY CLIFFS STOCK FARM

BIG BAY, MICH.

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**Better Health**  
in your meal-time beverage when you use



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Made in the cup "quick as a wink" by the addition of hot water, strong or mild to suit individual taste,—

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# Cloverland Bargains SOW SALZER'S SEEDS

## in Greater Cloverland

RATE: Seven Cents a Word

Copy for the Cloverland Bargains column must be in the office not later than the fifteenth of month preceding publication. Address all want ads to the CLOVERLAND MAGAZINE, Cloverland Bargains Dept., Menominee, Michigan

**FOR SALE**—270-acre farm, 100 acres cleared, the balance in second growth timber, all fenced in. One small house, one large house, one chicken house, 3 pig houses, large wood shed, water in house and barns and good running water through the farm. 50 hens, 6 yearling pigs, 10 good milk cows, one pair of heavy draft horses weighing 3,300 lbs., one gray driver (6 years old) about 1,200 lbs. One separator, one eight-horse gas engine with circular and drag saw, one Monarch Tractor Model B 30-18 1921 with a four-bottom Oliver plow, two-team plow, harrows, disks, drags, manure spreader, potato digger and planter, mowing machine, hay racks and forks, and large kettle. Good soil and level land which was plowed over last fall. Have hauled over one hundred loads of manure this winter. Farm is located seven miles from Marquette, Mich., opposite the Morgan Heights Sanitarium, a good auto road to it and railroad station there. This farm would make a good dairy farm, as there are three towns of about 15,000 population within a radius of ten miles. There is a gravel pit about 20 acres square on this property included in farm. Will sell the land, stock and machinery at \$75.00 per acre. William Dorais, Marquette, Mich.

**FOR SALE**—Line Bred for Heavy Egg Production Barred Rocks. S. C. White Leghorns large winter layers, Leghorn pullets mated with Cockerel weighing six and seven pounds trapezoid fourteen years. Book orders for hatching eggs \$2.50 per 15. Real good Airedale pups for sale. Gus Paseman, 1722 New York Ave., Manitowoc, Wis.

**FOR TAX HISTORIES**, Statements, Adjustment of Tax-claims, or other matters of state, write G. C. Cotton, Tax Abstracter, Lansing, Mich.

**WANTED**—A-1 salesmen to sell drug and hardware dealers. Also men to call on stockmen and farmers. "Tix-Ton Antiseptics for live stock, poultry and farm building sanitation." Apply at once. Parsons Chemical Works, Grand Ledge, Mich.

**SEED CORN**—Wisconsin No. 25. Earliest Yellow Dent, fire dried, shelled and graded. Write for booklet, W. I. Brockson, Box "E," Marinette, Wis.

**WANTED**—A1 salesmen to sell drug and hardware dealers. Also men to call on stockmen and farmers. "Tix-Ton Antiseptics for live stock, poultry and farm building sanitation." Apply at once. Parsons Chemical Works, Grand Ledge, Mich.

**RESIDENT owner** several adjoining farms continuous both sides State Trunk Highway, N. E. Wisconsin, will sell to actual settlers. Deal Direct. Prices, terms right. Location, soil, water, fuel, schools, churches, markets, transportation bear closest inspection. Many years owner-operation, with soil conservation. Tons green clover annually turned under. Newly seeded hay and fall grain. Harvesting 1921 adjoining fields optional. New buildings. Farms 120 to several hundred acres each. Pioneering past. 3 to 5 miles from manufacturing village and city, 30 from big city. Opportunity several families locate together in country noted for farm products. Owner remains. Correspondence solicited. References furnished. Write Box 75, care Cloverland Magazine.

**FOR SALE**—80 acres all tillable land, no stones. Some improvements. Located in a rapidly developing territory. Cash or time. Communicate with L. Loucks, Logan, Oconto County, Wis.

**LAND CRUISER** desires position for season of 1921. Write L. Loucks, Logan, Wis.

**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.

**FARMS WANTED**—To sell your real estate, business or patent quickly for cash, write Northwestern Business Agency, Minneapolis, Minn.

**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.

**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.

**A FINE FARM FOR SALE**—280 Acres, one mile west of Carney, Mich., 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, care Cloverland Magazine.

**FOR SALE**—2,000 Acres land in one block. Excellent soil. Well located. Price and terms attractive. Write Fred A. Roper, Menominee, Mich.

**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**—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**—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.

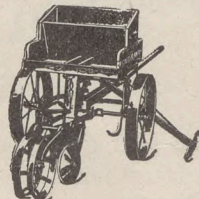
**WANT TO HEAR** from party having farm for sale. Give particulars and lowest price. John J. Black, 177th St., Chippewa Falls, Wisconsin.

**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, acetylene 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.

**FOR SALE**—160-acre farm, 4½ miles from Ogema, Wis. 50 acres cleared, 28 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**—Upper Peninsula cut-over lands suitable for grazing or general farming, in Alger, Chippewa, Gogebic, Luce, Mackinac and Schoolcraft counties. For information write, Land Department, Charcoal Iron Company of America, Marquette, Michigan.

**FOR SALE**—We own 15,000 acres of cut-over lands in Dickinson, Baraga, Menominee, Iron and Gogebic counties, in the Upper Peninsula of Michigan; 20,000 acres in Forest and Florence counties, Wisconsin. Any size tract on easy terms. J. W. Wells Lumber Co., Menominee, Mich.



### POPULAR POTATO LANTER

### The Keystone Hand Drop Planter

Getting 100% value from high-priced seed and land by securing the utmost yield possible is one of vital interest to the producer of potatoes. This can be accomplished by use of the Keystone Potato Planter.

Simple, strongly made, durable. The rear pressure wheel presses the soil over the seed so that the moisture is retained and the seed sprouts promptly and comes up in much more vigorous manner than where the earth is left loosely over the potatoes.

No bruising of seed and every piece containing an "eye" should grow.

Secure catalog from

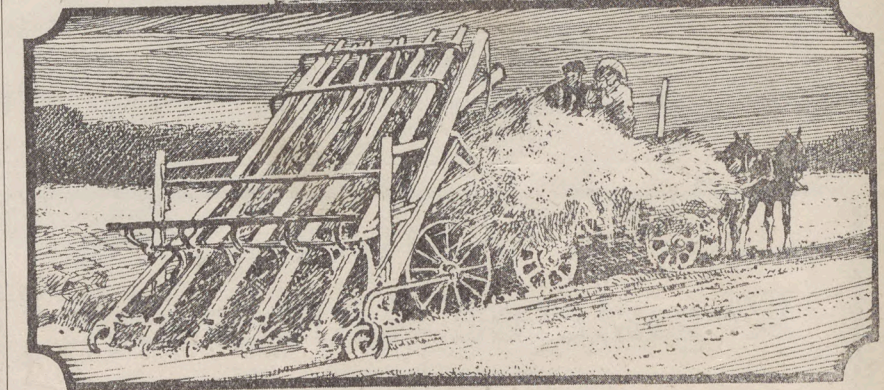
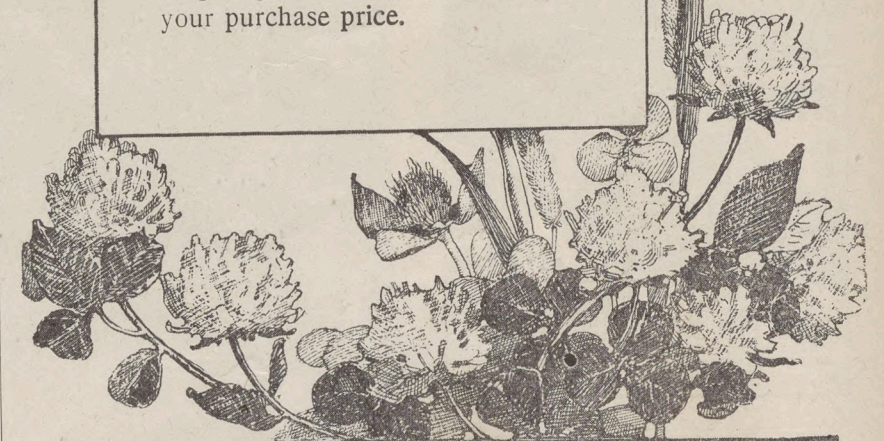
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The publisher of this paper is Sowing Salzer's Seeds this year, because he has confidence in Salzer's Seeds. Send for catalog today. If you enclose 25c we will forward our introductory offer of six packages of early vegetables with catalog. Send today enclosing 25c in stamps.

All garden seeds, bulbs and plants are tested at Cliffwood, our trial grounds, and are guaranteed to give you satisfaction or refund your purchase price.



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**JOHN A. SALZER SEED COMPANY**  
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Mr. Renter, where do you stand?

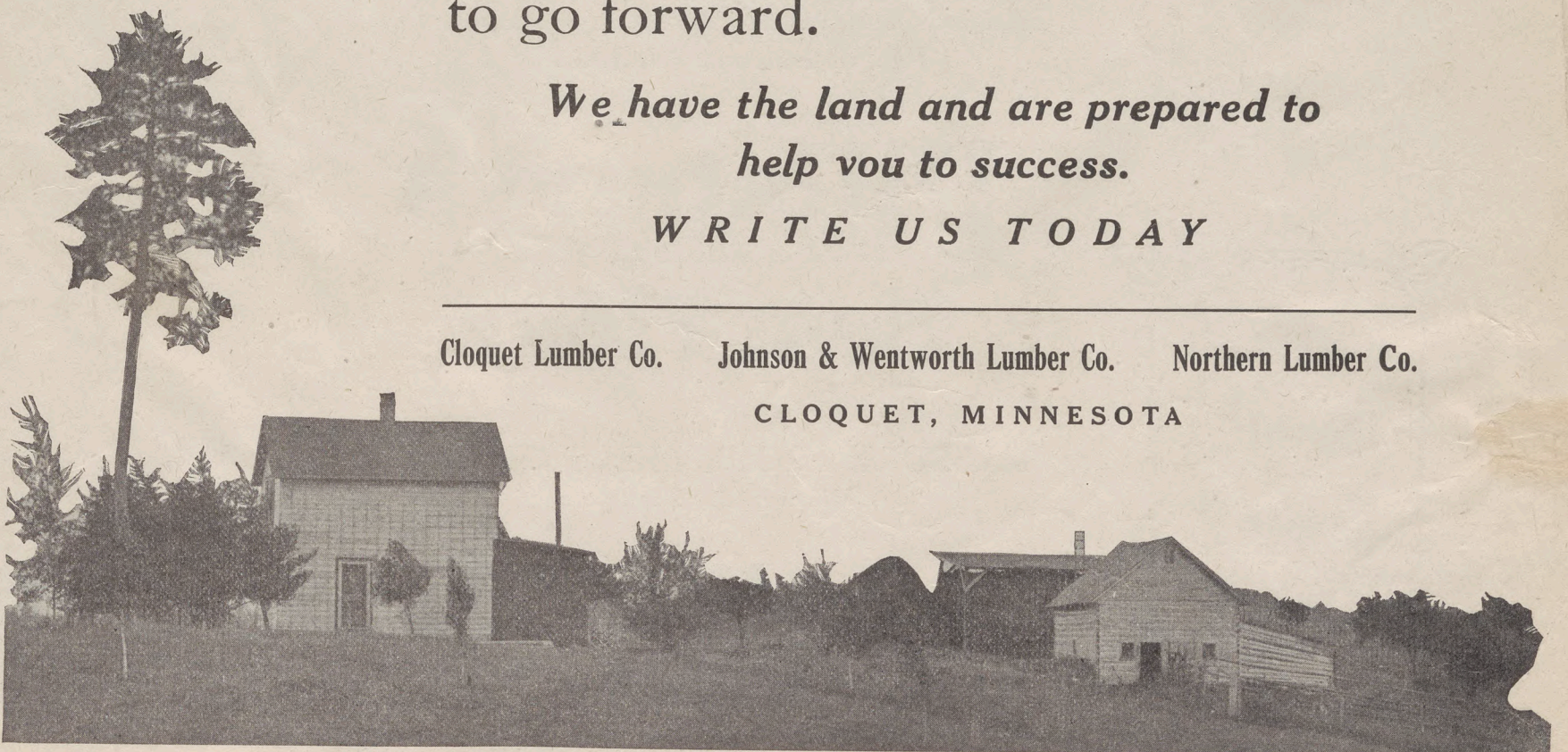
To the men in the business of farming, who find themselves just getting by because of the necessity of working someone else's land, Northern Minnesota beckons appealingly. For here there still exists an opportunity of acquiring good land at a low figure, on easy terms, with a chance of becoming the owner. A merited reward for men of ambition and a desire to go forward.

*We have the land and are prepared to help you to success.*

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*For Cake!*

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Why bother with "special" flours? With Pillsbury's Best in the kitchen you are equipped for making anything that's made from flour.

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