

KANSAS FARMER

For the improvement of the Farm and Home

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ADVERTISING FARM PRODUCTS

Going After Wider Market Insures Better Prices

SELLING farm products is an essential feature of the farming business. No matter how much merit a product may have, or how much it may be in demand, judicious advertising has a place in putting it on the market where it will be of the greatest service, and where it will bring the best price.

Publicity campaigns, co-operatively conducted, may be made most helpful to a community group producing some special article or product. It is even necessary to advertise extensively to convince the public that farm products are not necessarily high in price in proportion to their value, or as compared to other products. A good deal of complaint has been made because a guaranteed price was placed on wheat by our government during the war period. Many failed to realize that during this time bread has been one of the cheapest foods available. Objections were raised when milk went to twelve cents a quart, and yet any number of other foods furnishing the same amount and kinds of food nutrients were priced higher. Consumers pay without a murmur \$25 and more a bushel for highly advertised, commercially prepared foods, and bitterly complain of the prices of the staple foods which are not so advertised. This illustrates the power of advertising, and should serve as a cue to the farm producer in connection with handling the selling end of his business.

A recent circular from the Agricultural College of South Dakota offers some valuable suggestions on advertising selling farm products. It is a subject upon which considerable time might be well spent. We will try to pass on to our readers some of the ideas advanced. It is pointed out in this pamphlet that advertising is becoming an important factor in the marketing of farm products. Every farm may dispose of its ordinary produce without difficulty through the usual marketing channels at the going market price without publicity or any effort beyond that of mere loading and hauling to town. Frequently, however, the farmer may have a product which deserves more than market price, such as seed grain or breeding stock. The problem then becomes one of finding buyers who are willing to pay a higher price for a better quality of product. This is where advertising comes in to bridge the gap between the two.

Advertising is an enormous factor in American business. Probably about \$750,000,000 a year is spent for advertising in this country, or more than \$2,000,000 a day. The sales are more than \$100,000,000 a day. Business firms do not spend that much money merely to burst into print. They spend it because it brings value received. Advertising is a necessary factor in selling to a wider market.

There is another reason for advertis-

ing. Advertising widens the market, says the author of the pamphlet. Frank Pyle of Kansas puts it this way: "I toiled, I sweated and I produced—and I found that I must sell at the other man's price and for his profit. I produced better stuff than my neighbors, only to find that theirs set the price, very often, at which I must sell in the local market. By consistent advertising I have been able to secure a fair price. My experience is that advertising pays. It frees me from my neighbors' limitations. It increases my self respect and has added hundreds of acquaintances and friends to my circle."

Russell Adams of Oklahoma writes that a ten-word classified advertisement in five farm papers sold 300 bushels of alfalfa seed. The net profit was \$700—the cost of advertising was \$17.60. Cheap enough. The Adams farm disposed of seventy tons of No. 2 alfalfa hay at \$22.50 a ton by inserting a forty-word notice in a weekly paper of 1,200 circulation.

Mr. Adams says: "We would hardly thank a man for information as to how to increase production if at the same time he could not show us how to sell the over-production to the best advantage. For seven years we have been selling our products to the consumer. To do this we have used advertising space in both farm and weekly newspapers. Ninety per cent of our product is sold direct by mail, the result of advertising."

What Is Advertising?

Anything which announces to the public that something is for sale or exchange is an advertisement, whether it be paid newspaper space, poster, circular letter or signboard. Everything considered, advertising through the newspaper or farm paper is the cheapest and most effective publicity for farm products.

For example, suppose you have 150 bushels of extra quality seed corn which you would like to sell at \$3 a bushel.

The local editor has quoted a price of \$7 for a quarter-page advertisement. You perhaps think this too expensive and decide to mail out some bills of about the same size as the ad to 500 farmers. Now see what happens. You get the bills for about \$3.50. Before mailing, you buy 500 cheap manilla envelopes at about \$1.35. Then add postage, at one cent, \$5. You now have \$9.85 invested. It takes a half day to address the envelopes and tuck the bills inside. You are fortunate indeed if you have access to so long a mailing list.

You really are loser on the deal. For the \$7 newspaper advertisement the announcement of your seed would have been carried to all the leading farmers in the county at a saving of \$2.85 and with all the bother eliminated. In fact, for about \$10 or \$15 more you could carry an effective announcement in a state farm paper and reach a buying list of several thousand. This probably would be the wise thing to do, unless you were sure you could dispose of all the corn locally.

Very well. Suppose that you have decided to advertise your seed corn in the papers and that you have 500 bushels of choice seed for sale. How shall you write the advertisement? The following simple suggestions may be of service:

Preparing the Copy

Before writing the advertisement, determine how much money is to be spent for it. On a \$1,500 deal like this you can afford to invest at least \$45 in advertising, or 3 per cent, the amount allowed by big business men in this country. Let us say that advertising in the farm paper costs about \$5 an inch, one column wide. In the county newspaper the cost is 20 cents an inch. You decide to spend \$30 in the farm paper and \$15 in the home paper, scheduled to run as follows: Farm paper, three-inch, two times at \$5 an inch, \$30 home paper, twelve and one-half inch, six

times at 20 cents an inch, \$15; total, \$45. The advertisement in the home paper then may be six and one-fourth inches by two columns. A column is two and one-sixth inches wide, therefore the space will be roughly six and one-fourth inches long and four and one-fourth inches wide.

First draw an outline that size to indicate the border, which serves as a frame to focus the eye on this particular advertisement and to separate it from the others in the paper. The next step is to letter roughly something for the heading. The heading should stand out as the dominant thought of the advertisement. It should have force and "punch." "Extra Good Seed Corn" will serve. "Ear-Tested Seed Corn" would be better, provided it tells the truth. Either is superior to such colorless heading as "Seed Corn," "Corn for Sale," "Now Is the Time," "A Buying Opportunity." Any farmer needing good seed will be attracted at once by a heading that announces extra good seed corn or ear-tested seed corn, because the quality is described in the opening words.

Make the lettering approximately the size you desire the printer to use in the finished advertisement.

Next, letter your name or that of your farm at the bottom, taking care not to make it larger than the heading. Preferably it should be somewhat smaller, otherwise the advertisement will appear "top-heavy at the bottom," should the printer follow your idea literally.

In writing large advertisements one might find room to write the complete copy within the outline. However, it is best to take no chances. By placing the outline or layout at the end of a sheet of paper, one will have enough room at the right for the subject matter. Put it all down, including heading and superscription. This shows your printer what you want set, while the outline or layout merely shows him in what form you want it.

Essentials of a Good Advertisement

The first paragraph of the advertisement should contain the main facts which are desirable to emphasize. Supplementary information may be placed in succeeding paragraphs. The reason for this is that if your first paragraph does not contain real selling points, you lose the interest of the reader before he has reached your final sales argument. There should be close relationship between the opening paragraph and the heading.

The advertisement should be newsy. A mere statement of "seed corn for sale" has no particular news value. Adding a description of the corn and its performance in past years as a profit-maker gives the copy a news value which compels attention. If a bull is for sale, give his good points and something of his own and family history. The advertiser should try to imagine himself in

(Continued on Page Nine)



GETTING READY TO LEAVE W. C. MUELLER FARM, WASHINGTON COUNTY, ON FARM VISITING TOUR.—NOTE FINE POULTRY HOUSE IN BACKGROUND.—THIS FARM IS UNUSUALLY WELL EQUIPPED

We'll Rebuild Your Lamp Into a "Quick-Lite"



If you have an old style torch-generating gasoline table lamp with good fount, send it to us by Parcel Post and have it fixed up. We will make it into a "Quick-Lite" match-lighting lamp that will give you years of satisfactory service. We will also clean and test your lamp, returning it in perfect working order. The Quick-Lite burner costs \$2.50, the cleaning and testing is FREE. The Quick-Lite burner.

Lights With a Match No alcohol torch. Does away with expense and bother of alcohol. No delay hunting 'round for torch. You merely hold a lighted match under the patent coil and in an instant you have a wonderful, brilliant, strong, white light, mellow and restful to the eyes.

Send your lamp and \$2.50 at once to nearest house, and have it made over better than it was when new.

The Coleman Lamp Co.

Wichita St. Paul Toledo Dallas Los Angeles Chicago

ONLY \$3 PER MONTH

Not one cent down. This brings you a \$100 Oliver Typewriter, now \$57. So you save \$43 and pay at the rate of but 10c per day. This is the identical \$100 Oliver, brand new, latest model, shipped direct from the factory to you. The same as used by many of the biggest concerns; over 700,000 Oliver's sold.



Write today for our new book, "The Typewriter on the Farm." Then you may order an Oliver for Free Trial. Easy to learn. Write today.

The Oliver Typewriter Co.
2538 Oliver Typewriter Bldg.
Chicago, Ill. 12, 07A

\$22.00 Sweep Feed Grinders **\$28.00** Galvanized Steel Wind Mills.

We manufacture all sizes and styles. It will pay you to investigate. Write for catalog and price list.

CURRIE WIND MILL CO.,
610 E. Seventh Street, Topeka, Kansas.

HOTEL KUPPER

Eleventh and McGee Streets
KANSAS CITY, U.S.A.



Located in center of shopping district, convenient to car lines, stores, and all points of interest. Direct car line to stock yards. The hotel of quality, comfort and refinement.

European Plan, \$1.00 to \$2.50 per Day.

Cafe in Connection.

KUPPER-BENSON HOTEL COMPANY

Walter S. Mars, Manager

Cleaning Auto Reflectors

Lamp reflectors on automobiles become inefficient from the dust and dirt deposited on them. A good method to follow in cleaning reflectors is to first wash off the dust and dirt with a stream or spray of hot water. The hot water is most conveniently applied with a syringe. Do not apply it with a cloth. Then take a piece of absorbent cotton saturated with alcohol and wipe off the surface of the reflector. This procedure will remove all dirt and grease and leave the surface dry and clean. Do not attempt to clean the reflector with a handkerchief or with polishing powders of any kind.

The old saying, "A stitch in time saves nine," should mean much to the tractor owner. At the first lull in the work it is a good plan to take advantage of the opportunity and put the tractor in first class condition for next spring's work. Nothing should be overlooked during this slack season of the year that might prevent the outfit doing its work when the rush is on.

MECHANICS ON THE FARM

Items of Interest About Automobiles, Engines, Tractors and Motorcycles

Getting the Most Power Out of Fuel

IN ENGINE operation the important thing is to convert the largest percentage possible of the heat or energy of the fuel into available power. Only a comparatively small percentage of the fuel energy gets to the crank shaft, even under the most favorable conditions. An internal combustion engine of small size is much more efficient, however, than a steam engine. In the average small steam plant less than 5 per cent of the fuel energy can be converted into useful work. A. A. Potter, dean of engineering at our agricultural college, in his text book on the farm motor, says that a small internal combustion engine which develops one horsepower on one gallon of gasoline an hour, converts nearly 15 per cent of the heat energy available in the fuel into work.

There are four main channels through which the energy of the fuel is used up. First, there are the friction losses of the engine itself. It takes power to operate the mechanism and keep it going. Energy is required to overcome the friction of the bearings and to store momentum in the various parts. Losses through friction are increased by the use of poor or unsuitable lubricants. Average friction losses amount to about 15 per cent. If through faulty lubrication these losses rise 3 per cent, it means a decrease of 25 per cent in the engine's effectiveness for work. This is a heavy toll to pay for poor oil and poor care.

Another source of heat or energy loss is through the heat carried away by the exhausted gases. Approximately three-fourths of the air taken in is nitrogen, which passes through the engine unaffected, except that it is raised in temperature to about a thousand degrees Fahrenheit. This heat is all lost along with that carried away by the other products of combustion. If losses through the exhaust can be reduced to 3 per cent as a result of care in the mechanical timing of all parts, together with care in adjusting for early ignition, thus insuring a complete combustion of the fuel, the useful power of the engine would be increased 25 per cent. It is not uncommon for a poor operator to increase his loss of heat through the exhaust from 33 per cent, the average, to 55 per cent, simply by working his engine with a late spark. The exhaust pipe of an engine, so operated, will become red hot.

There is an average loss of approximately 40 per cent in the cooling and radiation. This loss is caused by the necessity of keeping the temperature of the internal working parts of an engine low enough to permit ample lubrication at all times. This means that a considerable part of the heat or energy of the fuel is lost through the cooling medium, or by radiation to the air.

The fourth channel through which the energy goes is that of useful power which is applied to the operation of machinery.

It takes careful operation to get the best results. The following from a pamphlet on internal combustion engines and tractors published by the International Harvester Company, is apt and to the point and will be helpful to those having the operation of internal combustion engines.

It is stated that a little thought along the lines of the foregoing and an understanding of their effects, good and bad, must make an operator realize that to get good results much depends on how he handles the engine.

Man is given five senses—hearing, seeing, smelling, feeling and tasting. He has use for most of them when operating an engine.

He can hear the exhaust—a too short crack instead of a smooth operation indicates a loss. His ear will tell him the correct point of ignition—let him advance his spark until he hears a slight "ping." A squeak or rattle indicates something is wrong. It is always important to watch for loose nuts and rivets. A systematic inspection of the engine should be frequently made at stated times, tightening all cap screws, nuts, bolts and rivets.

The operator can watch the exhaust and see smoke—white, blue, or black—which tells him much relating to lubrication and carburetion.

He can smell the exhaust and realize when something is wrong with the outfit's mechanism or operation.

He can feel the temperature of the exhaust pipe and the vibration of the engine or the overheating of a bearing.

Be awake and let the engine speak to you, learn the engine's language. When the engine wants more fuel, black smoke issues from the exhaust. When it wants water, it pounds, and when it labors hard it may want less load or a better adjustment of the spark. If it operates in a dull, listless, weary way, perhaps the lubrication is bad or the compression poor.

The best automobile driver, airplane man, engine or tractor operator, is the one who makes use of these senses, because it is up to him to get the last ounce of power from the fuel.

Watch Faulty Compression

Internal combustion engines to give the greatest amount of power from the least amount of fuel, must have a proper compression of the charge before the mixture is fired. Poor or faulty compression is often the cause of the engine's failure to deliver its maximum of power.

The degree of compression is governed by the fuel used, some fuels requiring more compression than others to give the best results. Engine compression may vary with the different types of engines from forty-five pounds to 500 pounds to the square inch. Most farm tractors run on compression of from sixty to seventy pounds. This is about right for gasoline, but not high enough for kerosene. In a kerosene engine using water, the compression should be from seventy-five to eighty-five pounds to the square inch.

In order to insure proper compression, the valve and valve seats must always be given careful attention. To detect leaky valves, turn the engine over on the compression stroke. If it does not require the usual amount of strength to do this, you may know that there is a leak somewhere.

Look for this trouble first in the exhaust valve. This valve is subjected to extreme heat because the burned gases and carbon must be constantly forced through it by the piston. If the exhaust valve is found to be properly seated, the trouble may be in the intake valve or around the piston itself. A large proportion of the poor compression is without doubt due to improper seating of the valves.

After you have learned that a valve is leaking compression, the first thing to do is to see if it is due to some deposit of carbon or other foreign substance resting on the seat of the valve and preventing it from closing at the proper time. Sometimes such a deposit can be easily removed by simply turning the valve on its seat with a wrench or pair of pliers. This under the pressure of the valve spring pulverizes the obstruction, and it can be removed by tapping the valve lightly. If this does

GET MORE MILEAGE

at 1/4 the Price

Guaranteed for 4000 Miles

STANDARD GUARANTEE



Strong Double Tread Tires are constructed by our skilled mechanics, double the amount of fabric than ordinary tires. Free from punctures or cuts. Our customers receive from 4,000 to 10,000 miles of service. Reinner Free. Order today at these low prices.

Size	Tires	Price	Size	Tires	Price
30x3 1/2	6.50	\$1.50	34x4	11.00	\$2.75
30x3 1/2	6.75	1.85	34x4 1/2	11.50	\$2.87
32x3 1/2	7.00	2.00	36x4 1/2	12.50	\$3.12
32x4	8.00	2.25	36x5	12.75	\$3.18
32x4	8.25	2.40	36x5 1/2	13.00	\$3.25
33x4	8.50	2.50	37x5	13.25	\$3.31

Send \$2.00 deposit for each tire order balance C. O. D. Tires shipped subject to your examination. State whether you want plain or non-skid is desired. All prices. By sending full amount of order you can save 5 per cent—our special with-order discount.

STRONG TIRE AND RUBBER CO.
3019 Michigan Ave. Dept. 182 Chicago



PREMO

Film Packs

Developed 25c.

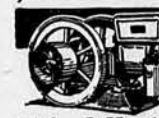
Mail us your exposed Film Pack. We develop twelve exposures, size 4x5 1/2 3 1/4 x 5 1/2 and smaller, for 25c. Prints on Velox Paper at reasonable prices if desired. The best grade of work.

DENVER PHOTO MATERIALS COMPANY
(Eastman Kodak Company)
626 Sixteenth St., DENVER, COLO.

Keep Dirt and Filth Out of Milk

By clipping the cow's flanks and udders every week with a damp cloth wipe the parts off in a clean and wholesome as it falls into the pail. Doing all over twice a year is good for the cow. Stewart No. 1 Machine is best. It will clip also. Machine all complete only \$12.75 at your dealer's or send \$2 and pay balance on arrival.

CHICAGO FLEXIBLE SHAFT COMPANY
Dept. A 122, 12th St. and Central Ave., Chicago



KEROSENE ENGINE

OTTAWA LATEST DESIGN

Durable, Powerful, Reliable, alive. Built to last; to do heavy work. Uses Cheapest Fuel 1/4 to 1/2 horse-power more rated. 3 Months Trial. Easy Terms. 1/4 to 22 H.P. Easy to start. No cranking. Batteries. 10 Year Guarantee. Most practical ever built. Engine book free. A Postal bring THE OTTAWA MANUFACTURING CO. 561 King Street, OTTAWA, KAN.

GROUND LIMESTONE

For Agricultural Purposes

Write for Price and Free Sample.

DOLESE BROS. COMPANY

14 So. LaSalle St. CHICAGO, ILLINOIS

Plant: El Dorado, Kansas.

CASH FOR BAGS

Don't throw them away. Save them and ship to us. We'll pay you HIGHER MARKET PRICE. Get your neighbor to ship his bags with yours. Established 1914.

FULTON BAG & COTTON MILLS

590 S. Seventh St. St. Louis, Mo.

CAPPER ENGRAVING CO.

TOPEKA-KANSAS

Machine Etched

HALFTONES & ZINC ETCHING

Free Catalog in colors explain how you can save money on Farm Truck or Wagon, also steel or wood wheels any running gear. Send for it today.

Electric Wheel Co.
34 Elm St., Quincy, Ill.

MOLASSES

ST. LOUIS MOLASSES COMPANY, 400 South Broadway, St. Louis

not remedy the difficulty, it will be necessary to regrind the valves.

To prevent rust forming on the wearing parts of the tractor during the winter season pump a fresh supply of oil to the bearings, piston and cylinders means of the hand crank on the tractor. Turn the engine over a few times in order that this oil may be spread over all the wearing surfaces.

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THE FARM PAPER OF KANSAS

G. C. WHEELER, EDITOR

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San Francisco: Monadnock Building

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of Agriculture, 1863

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Circulations

Oldest Agricultural Publication in
Kansas

FARM BUREAU FEDERATION

Next week in Chicago there will be elected the American Federation of Farm Bureaus. The membership of this organization, according to the brief constitution which has been drafted, will consist of state farm bureau federations and state agricultural associations based on the farm bureau plan. Its controlling body will be a board of directors consisting of one member from each state federation and an additional member for each ten thousand members of state federation, or major fraction thereof. An executive committee consisting of nine members in addition to president and vice president will conduct the affairs of the federation.

The tentative constitution provides for financing the organization by assessing each state bureau member ten cents the first year for each person belonging to any bureau federated in the state and twenty-five cents the second year, and fifty cents the third year. The purpose of the American Farm Bureau Federation is to "represent and protect the business and economic interests of agriculture and to represent the farmers of the whole nation."

We will not comment further on this organization of farm bureaus until after the Chicago meeting, when more definite positive information will be available concerning the proposed organization and its plans.

LEARN THE SELLING GAME

Selling goods is a highly specialized business, and in most industries the actual producer does not attempt to sell the products of his skill and labor. In farming, however, the selling of the crop and crops is a part of the business which must be handled by the farmer himself. We must give more attention to the selling end of the business. Otherwise the products will not bring what they should, nor render the greatest service to the public. Every farmer will find it to his interest to make a careful study of salesmanship. He not only manufactures a large number of products, but must organize and conduct the selling end of the business himself. Advertising is a feature of selling of fundamental importance. We little appreciate the place advertising has in conducting business of all kinds. Advertising puts the product where it will be of greatest service. It naturally follows that such a place will pay the highest price.

Every farmer has use for advertising in disposing of what he produces to best advantage. We trust the article on the front page of this issue will at least provoke thought on this important subject and perhaps stimulate a greater interest in advertising as a means of reaching a wider market and commanding better prices for worthy farm products.

ATTITUDE OF AGRICULTURE

Wide publicity should be given to the statement drawn up by the Kansas State Board of Agriculture at its recent special meeting. We print this in full on page six of this issue. At a time when agitation and unrest are widespread, and every class of our population seems determined to "rock the boat" instead of sitting tight and endeavoring to steady the ship of state, this sort of a pronouncement from an industry having any number of excuses for adding its wail to the general chorus is worthy of respect and consideration. In spite of his grievances and

the many difficulties with which he is contending, the farmer is doing his best, although he must of necessity reduce production because of conditions over which he has no control. Let us hope labor and capital will soon become more sane and willing to work together for the common good along the lines of the appeal issued by the Kansas State Board of Agriculture.

STRIKING MINERS NOT ENJOINED

"Government by injunction" is the cry being raised by the officials and labor leaders who are maneuvering the big miners' strike, which has just gone into effect as we write. Unfair use has without doubt been made of the injunction in times past. In most instances, however, the injunctions have been issued on the application of one or the other parties to the controversy. The injunction in connection with the coal miners' strike, on the other hand, is granted on application of the Assistant Attorney General of the United States and not by one of the parties to the controversy.

The casual reader might conclude from the headlines that the half million or more miners are enjoined from striking. The leaders have issued statements to the effect that this injunction is taking from the men their constitutional rights. This is a mistaken conception. It is well to get clearly in mind just what steps our government has taken to protect the public in this crisis, for this injunction is not granted in the interests of either of the parties to the controversy but in the larger interests of the general public. The injunction is not against the working miner. He is free to strike or not, as he sees fit. The court order in no way restricts or limits his constitutional rights. The injunction is directed against the officials and leaders who are managing this strike, sending out orders and in various ways influencing the acts of the men. It restrains these leaders who are named from issuing further strike orders of any kind and from paying strike benefits to union members who may quit work. It is stated on good authority that a fifteen-million-dollar strike benefit fund has been accumulated from fees paid in by union members.

Judge A. B. Anderson, of the Federal Court, has set November 8 as the date for a hearing on the temporary injunction against the officials and leaders of the miners' union, at which time it will be tried on its merits and either dissolved or made permanent. The basis upon which the government takes this action is the Lever act, which prevents restriction of fuel or food supply during the war period, and further on the broad power of the government to protect its citizens in the time of threatened disaster. It is specifically stated in the food control act that it is in force until the termination of the war by presidential proclamation.

As long as this injunction is enforced, the miners will have no pressure of any kind exerted upon them by the labor leaders named in the restraining orders. They need have no fear of government interference so long as property rights and the rights of men who may wish to work are respected. The alarm of union officials is probably due to the fact that they fear the collapse of the strike from lack of sufficient overhead pressure.

The public is vitally concerned in the outcome. It is inconceivable that so small a fraction of our population should arbitrarily set out to tie up the busi-

ness of the whole people. Labor itself will suffer with the rest from such a course of action. It is time the general public made it clear that neither labor nor capital should be permitted by threat or deeds to bring about conditions contrary to the general welfare of the whole country.

RATIFY THE TREATY NOW

Italy has now ratified the peace treaty, and still the United States Senate continues its speech-making program. It is apparent from the preliminary votes that the treaty will be ratified, with perhaps a few minor reservations. The common every-day citizen can take little pride in the manner in which our United States Senate has quarreled and quibbled over the ratification of the charter of world freedom.

We are proud of the part this nation took in bringing the war to an end. If some of our senators possessed a little of the imaginative idealism, which put the United States in its position of world leadership in the closing days of the war, we might have an equal pride in this legislative body responsible for shaping our international policy. The greatest nation in the world can never go back to its early policy of isolation.

Senate leaders admit that sentiment has sufficiently crystallized in that body to make sure the ratification of the treaty with certain minor reservations or interpretive statements. There is absolutely no excuse for further delaying the vote. The Senate should cease talking and get down to business.

GOVERNMENT BY CLASS

Strikes and labor disturbances are occurring from one end of our land to the other. Over 200,000 men are estimated to be striking in New York City alone. About the only class of workers not attempting to gain some desired end by the strike method is the farming class. What would happen if farmers should do what our half million coal miners, for example, are doing, is too great a catastrophe to contemplate. In last week's issue we printed an article published in the New York Sun, calling attention to the difficulties which would confront striking laborers all over the country if farmers should give them a taste of the same medicine.

The question at issue in most cases is not a matter of real grievances, but a demand for the control of the industry. Radicalism is in the air. Revolutionary leaders are stirring up every element in society open to their suggestions of defiance to law and order. Even our farming population is not free from the attempt to seize upon the present time as the opportunity to upset our whole theory of government. So-called farmer representatives are talking and urging nationalization of railroads and other industries as things farmers should demand and stand for. In fact, they are maintaining that farmers are for these things.

Ordinarily, the striking workman can expect sympathy from the public, but strikes which are deliberate attempts to bring about revolutions fail to command public sympathy. That was the reason the great railroad strike in England failed. This strike was really an attempt to discredit and overthrow the Lloyd George ministry. It aimed at permanent nationalization of the transportation system with the employees in sole charge. A similar plan is being proposed by railway employees in this country, and just at present there seems to be a

move under way to get miners and railroad employees together on a nationalization program, which will put these great industries under government ownership, with the employees absolutely in charge. The big steel strike among the workers of this country is of similar character. Its leaders are among the radicals, who hope to control both the industry and the government. Their following is found chiefly among ignorant foreigners. Startling revelations, roving this to be a fact, have come to light in the course of the congressional investigation.

The real American workman is not yet ready to substitute class rule for democracy in government. Agriculture as an industry most assuredly will not fall for any such propaganda. Farmers may yet be the saving force in preventing the overthrow of the ideals of government so long held in this country.

Congress has decreed that there shall be no gap between the passing of wartime prohibition and the beginning of constitutional nation-wide prohibition. President Wilson rose up from his sick bed at the eleventh hour and unexpectedly vetoed the prohibition enforcement measure on the ground that the object of wartime prohibition had been satisfied. Congress thought differently, and within three hours the House had re-passed the bill over the President's veto, followed later by the Senate. This prompt action by Congress may be taken as an indication of the prohibition sentiment in this country. The hope of the "wets" that there might be a period extending over the Christmas season in which booze could flow freely seems doomed to disappointment. National prohibition, forced upon the country as a necessary war measure, has now become a reality. Many have been disappointed because of President Wilson's apparent sympathy with the liquor interests. The country as a whole wants the disreputable, debauching liquor business wiped out of existence. Farmers of this country have always stood for national prohibition, and were among the first to demand that wartime prohibition be at once put into effect.

The personnel of the British navy will be reduced to 50,000 men when the United States ratifies the peace treaty, according to a report from England. The number of marines will be cut to 10,000. This is an indication of the faith the British people have in the League of Nations, backed by the United States, as a power to lessen the possibility of war.

The keeping of farm animals furnishes profitable work during the winter, when other work is less pressing and when they require most care. This distributes remunerative labor throughout the year more evenly than otherwise would be possible.

In the marketing of hay and roughage there is a large bulk to handle and haul to the point of delivery. This means much extra labor for the men and teams on grain and crop farms, and much fertility is taken off which might be returned to the fields if the products were fed to live stock.

The taking of the fourteenth census will begin on January 2, 1920, and it is planned to complete the gathering of both population and agricultural figures by February 1. Farmers will do well to keep a line on their 1919 crops.

FARM PRODUCTION OF BEEF

Herd of High Class Animals Well Handled Will Return Profit

By DAN D. CASEMENT

In Twenty-first Biennial Report of State Board of Agriculture

IN THE founding of a herd or in its subsequent improvement, I believe the vital objects that should be kept in mind constantly are quality and character, always coupled with size and scale; for your purpose is to produce a beef animal and, since beef is bought by the pound, excellence of quality can never entirely compensate for lack of bulk.

Essential Qualities of Breeding Herd

By character we mean that intangible thing that a herd of cows and their progeny possess when they have been bred for years along correct lines. It is most noticeable in some of the large herds of the range states where an intelligent breeding policy has been consistently followed for years. Although hard to describe, it is easily recognizable. So strong has it become in some instances that it is no exaggeration to say that droves of steers from certain well known herds can be identified, no matter in what unexpected quarter they may be encountered, almost without seeing the brand. Uniformity, of course, is the striking requisite to character. Your calves will always sell at a disadvantage when they lack this essential.

Quality, too, is a thing that can be recognized in an instant but not described in a word. It implies good conformation, straight lines, a broad head, a placid eye, a loose, mellow hide, soft hair—in short, all of the numerous characteristics by which you are assured that the bullock possessing them will finish quickly and economically and handsomely and will do his full share toward returning a profit to his feeder.

How to Get Started

How, then, are we going to breed up a herd of beef cows in the surest and most rational way, that will have these characteristics and reproduce them? We may start with such cows as we have at hand, and, by the use of well-selected bulls, produce a uniform, attractive and profitable herd. But this takes a long time. The quicker and easier plan is to start with heifers of the right type and mate them with the right bull. Fix in your mind a definite ideal of the kind of animal you wish to produce. If you happen to know some successful breeder who has already attained that ideal, you could not do better than to cultivate his confidence, apply his methods, and act largely on his advice. There will inevitably be disappointments, but they will not be unprofitable if we take to heart the lessons they teach.

The right bull is, of course, the all-important item. If your observation has convinced you that certain blood lines are essential to the ideal you have in mind, it would be well to adhere closely to those lines. By that policy your herd will most quickly acquire character. The purchase of a cheap bull is almost invariably poor economy. The right bull is always desirable, and consequently, generally high priced. But for your purpose he does not need a record on the show circuit. Indeed, such an experience probably will have disqualified him completely for your use. But if he has the blood and the exact qualities you seek, without having his digestion impaired and his frame overloaded for a show career, get him if you can, at such a price as circumstances and the size of your cow herd will justify.

Management of Young Herd

With a definite ideal in mind, and with promising animals out of which to attain it in hand, the question of their management may next be considered. In this regard one's policy will, of course, vary with circumstances and conditions. I can only state the plan that I have found most convenient and profitable. The foundation of the small cow herd that is now on my farm was a bunch of Colorado heifers, bought as yearlings in the spring of 1911 after

wintering on Vega hay on an old Mexican grant in the San Luis Valley, where their ancestors had run for twenty-five years or more. Vega hay is not a good ration for calves and accordingly these yearlings averaged only 328 pounds when they came out of the cars at the end of their journey, about May 1. They certainly had a poor start in life, except in one important particular. Back in the eighties the herd from which they came had been owned by a remarkably clear-sighted and conservative breeder. He had started with a bunch of registered Hereford cows and had persistently mated them with registered bulls of the blood and type that he fancied. This policy had been continued in a general way by his successors.

By thus going into detail concerning my own start I merely wish to emphasize the importance of the most desirable attribute that attached to these little half-starved calves and to indicate how it had been fixed in them. That attribute was character, and the man responsible for it was George Adams, who laid a foundation for the "L. C." herd that has stood the test of time and changing fortune.

When to Breed Heifers

The following spring these heifers were bred as two-year-olds to three good bulls, all carrying similar blood lines. The bulls were turned with the cows on

tion, no matter how attractive she herself may be as an individual. Such cows, with those that are known not to be with calf at weaning time, should make up the bulk of the annual discard.

Winter Care Important

After weaning the calves, the cows can go into winter quarters and be maintained on an abundance of rough feed. Alfalfa, with some corn fodder or the occasional use of a stalk field, will serve; or corn silage balanced either with alfalfa or a light allowance of cottonseed meal. Whatever roughage is used, they ought to be kept full and contented. In this way they can be well wintered at the least possible cost and will consume much rough feed that could not otherwise be readily disposed of.

The logical way to handle the calves will depend on a variety of circumstances. Their breed, their quality, the requirements of the market, and the cost of feed are all factors that should influence the determination of the most desirable method of handling them.

Selling the Surplus

As to breed, that question will have been settled, probably, at the outset, by the personal inclination of the breeder, or perhaps by his inherited preference for Shorthorns or Herefords or one of the black polled breeds. If he has been so fortunate as to choose the breed that

mand ceases there will come out of the West in large numbers steers of quality as we have never seen before and it is this impending competition that we must be prepared to meet with the steer product of our Kansas cow.

Keep Best Heifers

In the disposition of the calves a matter of prime importance is the selection of the top heifers for replacements in the cow herd. These should be selected with the greatest care in such number as circumstances and a well-matured plan may dictate. If you choose the deepest, most feminine and motherly looking ones, you cannot go amiss. They should be well maintained until spring with at least three or four pounds of shelled corn per head, and all the good alfalfa they will eat, or an equivalent silage ration properly balanced with cottonseed meal and supplemented with some dry roughage. They should be kept in a separate pasture away from the bull during their yearling summer. Whether or not it is advisable to breed them that fall I am not prepared to state. My experience in this regard has not been such as to warrant the recommendation of the practice. They should be thrown in with the cow herd as safely become a part of it at the beginning of winter.

A second selection of heifers, if there are only slightly inferior to the top ones, may be sold most profitably, under present conditions, as breeding stock. The demand for females of one of the breeds at least, is just now unprecedented; but a little time will change this state of affairs.

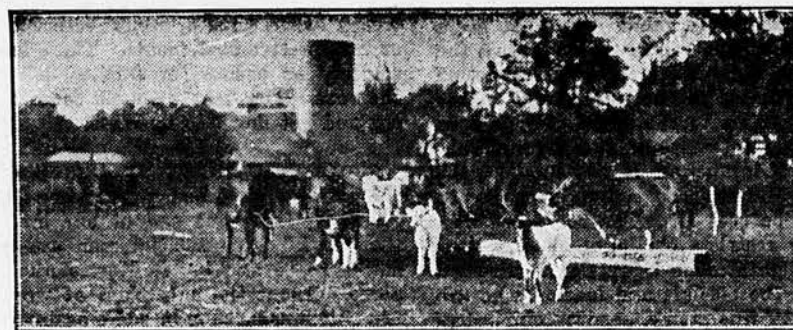
Finishing as Baby Beef

As to the remainder of the calves, the whole tendency of the times seems to be toward making beef quickly with young animals; and so it is likely that a popular practice of the future will be to feed calves of both sexes to a quick finish. In fact, the custom is extensively followed today. In an age that puts so high a premium on economy and efficiency and emphasizes so strongly the value of time, it is logical to believe that the policy of making a 900-pound beef steer in fifteen months will commend itself to the up-to-date breeder and feeder as more logical than the plan of growing an animal to weigh 300 or 400 pounds more than this at the end of four years.

If the breeder adopts the custom of making baby beef, the greatest attention should be given to excellence of finish and economy of production—two items that are very difficult to harmonize and obtain simultaneously. Close study of the experimental work of the agricultural colleges and their demonstrations along these lines will be found to be of the greatest assistance.

The tendency of the present age seems to be toward specialization, and it is probable that in the future the occupations of breeder and feeder will be separated more distinctly than has been the case in the past. Possibly the breeder will more and more incline toward running his farm and pasture, their entire capacity with breeding cows, selling the product at weaning time, and finishing beef. But if he elects to follow both branches of the industry and if his feed and grass exceed the consumptive capacity of his cow herd, he may carry his steers for a year or two before selling them or putting them in his own feed lot. During the past season I had unusually good results from grazing a bunch of yearlings until the middle of August and then feeding about 110 days. These calves were wintered on three pounds of corn and alfalfa daily per calf, until April 1, when the ration was increased to six pounds and the last thirty days before going to market.

(Continued on Page Nine)



EVENING SCENE AT JOHN TOMSON SHORTHORN FARM.—COWS AND CALVES HAVE JUST COME IN FROM PASTURE

June 1 and were taken out ninety days later. This plan insures uniformity of size in the calf crop and simplifies herd management, as the calves can all be weaned the same day, leaving no "shorts" to carry through the winter on their mothers. If the bulls are young and the cow herd is of such size as to require more than one bull, it seems a good idea to turn them out singly, on alternate days, feeding a little grain on the day of rest. This plan would apply only when the pasture is less than a section in size and the cows not too numerous. In this way harmful and useless duplication of function can be minimized and a maximum calf crop secured. In late July or August it is advisable to build a creep in the pasture near water where the cattle congregate. A self-feeder inside of the creep can be filled with shelled corn and oats, and here the calves may learn to eat grain. Thus the hardships of weaning may be anticipated and reduced to a minimum.

The character of the herd should be constantly strengthened and improved by replacing the least desirable animals with the top heifer calves of its annual product. The best time to select the cows to be discarded is before weaning the calves. Thus the usefulness of a cow can be estimated accurately by the kind of calf she has at her side. A cow that has brought an inferior calf by a good bull should be marked for rejection.

is now almost universally recognized as the one best adapted to the conditions of Texas and the range states, and if his herd is of the requisite quality, he can find for a time, at least, a profitable outlet for the best of his male calves as bulls to supply the western and southern demand. If such is his intention, careful selection of calves chosen for this purpose, and strong feeding from weaning time until sold, are matters of the utmost importance. As an indication of the rewards that have attended this practice for the past four years, I might state that approximately half of the four crops of bull calves from my herd have changed hands on the Denver market at a gross average price of more than \$140 each. However, it cannot reasonably be expected that this outlet will be much longer available. Among the better herds of grade Herefords in Kansas and the western states, the custom of saving male calves to sell as bulls has become so common as to have affected noticeably and adversely the quality of the whiteface steers that are now marketed from this territory. It is a matter of only a little time until this outlet will be permanently closed, for registered bulls are rapidly increasing in numbers and some of the western states and many local live stock associations are discriminating by laws and rules against the use of unregistered bulls on their ranges. When this de-

State Farm Bureau Organization

IT IS now up to the county farm bureaus of Kansas whether there shall be a state farm bureau which will be a federation of the local or county organizations, or not. There are now fifty-seven county farm bureaus organized, although a number of them do not have county agents at work yet. Forty of these county bureaus were represented at the conference held in Manhattan October 21. These delegates were unanimous in their approval of the plan for creating a state organization. The tentative constitution adopted will be submitted to all the bureaus of the state and as soon as a majority of those represented at the Manhattan conference ratify the constitution and take the steps necessary for becoming members, the state bureau will become a reality.

It was the evident intention and feeling of the delegates at this meeting that the policies which had been in effect in the county farm bureaus should largely guide the activities of the state association. Its functions will be largely investigational and educational. The secretary of the state bureau will be a salaried employee, who will devote his whole time to the interests of the organization. The financing of the organization will be through a fee paid in by each local bureau becoming a member, the amount to be based on the membership of the local bureau. The constitution of the state bureau fixes this at one dollar for each local member. The minimum fee, therefore, to the state bureau would be \$250 except in counties of small population, where the minimum membership of bona fide farmers is less. The farm bureau law requires that a farm bureau must have 250 bona fide farmers as members, or at least 25 per cent of the farmers in the county where their number is less than 1,000. Delegates present emphasized the need for ample financing of the organization, some expressing their belief that the fee should be much larger.

In perfecting the organization, Ralph Snyder of Oskaloosa was elected president; J. M. Ryan, Muscotah, vice president, and P. W. Enns, Newton, treasurer. These officers are temporary, their term of office expiring at the time of the first annual meeting. The executive committee consists of a member from each congressional district in the state. The men appointed are as follows: John McEnaney, Corning; C. J. Woods, Paola; C. D. Resler, Chanute; F. O. Peterson, Burdick; Andrew Shearer, Frankfort; L. M. Jorgensen, Jewell City; H. N. Holdeman, Meade; and S. P. Crumacker, McPherson.

Mr. Peterson, Mr. Snyder and Mr. Resler were chosen as delegates to the Chicago meeting to consider the organization of an American federation of farm bureaus, November 12 and 13. They were granted power to select their own alternates if they cannot go. Mr. Resler was also authorized to give out publicity in behalf of the state organization. The fixing of the date for the annual meeting was left to Mr. Umberger, state county agent leader, who was appointed temporary secretary by common consent.

Milk and Cream Contest

In the milk and cream contest conducted by the United States Department of Agriculture, at the National Dairy Show, first place and the gold medals in both classes were awarded on samples which were sent 2,000 miles from the Elliott-Brant Ranch, Los Angeles, California, showing what has been made possible by scientific methods in the handling of high class dairy products. The scores awarded were the highest ever allowed by government officials, and the first and only 100 per cent score ever given any milk or cream in the world. It is the first time in the history of the National Dairy Show that both awards have been won by the same exhibitor. The milk and cream were produced by Guernsey cows.

Wheat Prices Not Unfair

THOUGH the government guarantee may now be holding wheat above the market price, it is only fair to the farmers because they received less than the market price during the war, says P. K. Whelpton, farm management demonstrator for the Nebraska College of Agriculture extension service. Corn and hogs have gone below the war-time price in the last few months and cattle are \$3 lower than they were in April. Wheat is held steady by the government guarantee when it might have gone down with the other principal farm products. Mr. Whelpton justifies continuing wheat at the war-time figure in the following statement:

"For the first time since the government fixed the price of wheat there is a possibility that Nebraska farmers will receive a higher price for their wheat than they would have received on the open market. Wheat, protected by government guarantee, is the only one of Nebraska's four important products that is not selling now considerably below its war-time price level. Steers ordinarily sell on the Chicago market for more in October than in April. This year they are selling for more than \$3 less. The recent agitation about the high cost of living caused corn on the Chicago market to sell for nearly 55 cents less per bushel this month than in August, although corn usually drops but 5 cents in this time. Similarly, hogs have dropped about \$4.50 per hundredweight since August, when ordinarily they would drop but 40 cents. Wheat, on the contrary, is selling for as much now as it was last summer.

"Protection against a drop in the price of wheat, however, has been paid for by farmers several times over. From the day the price of wheat was set until now, wheat has been selling for less than it would have brought with a free market and no price fixing. There is a chance that the fixed price may presently be higher than the market price would be. The former condition lasted two years, however, while the latter cannot hold for over nine months at most, as the wheat guarantee terminates June 1, 1920. Will nine months that may be favorable offset twenty-five months that surely were unfavorable?

"During the ten years before the war a bushel of corn ordinarily sold for 60 per cent as much as a bushel of wheat. There were variations in this, of course, but on the average No. 2 corn sold for 60 cents a bushel at Chicago, and No. 2 red winter wheat for \$1. When the United States entered the war, both grains went up in price. During April to August, 1917, the average price of corn was \$1.76 and of wheat \$2.60, wheat selling as high as \$3.45. The fixed price went into effect September 1, at \$2.17, a drop of 43 cents from the average price of the preceding months, and \$1.28 below the high point. This has been called the legislation the farmer forced to put wheat prices sky high. Corn, on which the farmers did not force a guarantee, perhaps did go sky high, selling at an average price of \$1.98 for the balance of the year. This put corn at 91 per cent of the price of wheat instead of the customary 60 per cent.

"During 1918 the average price of wheat was \$2.23 and of corn \$1.60—somewhat less than its high mark for the latter part of 1917. It still sold, however, for relatively more than wheat, its price being 72 per cent of the wheat price, or 20 per cent higher than the average.

"Comparing wheat with corn in this manner fails to show the full drop caused by the government policy regarding the price of wheat, because of the fact that the year 1917 saw an abnormally large corn crop in the United States, and an abnormally small wheat crop. Wheatless days which we observed so recently, and our efforts to enjoy corn bread, remind us forcefully of the difference in the supply of these two crops. Almost invariably a short crop means a higher price. Judging by pro-

duction and consumption, therefore, wheat should have gone up much more than corn, instead of less.

"At the present time the United States has finished harvesting a large wheat crop and will soon have harvested an equally large corn crop. Corn is now selling at around \$1.40 and wheat at \$2.24. The ratio is 63 per cent, nearly normal again. According to the Chicago futures market, corn will sell for around \$1.20 in December. With \$2.24 wheat that month, the ratio will be about 3 per cent below normal. For the time being the fixed price for wheat is likely to be in line with the price that would obtain under free market conditions.

"That it was necessary for the government to fix the price of wheat as a war-time measure need not be questioned. The farmer's position should be better understood, however. Instead of being accused of forcing up the price of wheat during the war, farmers deserve to be credited with taking a price lower than market value. And now instead of being profiteers in wheat because of the government guarantee, farmers are securing simply a fair price. According to Julius H. Barnes, director of the United States grain corporation, a lower price would force charity on the breakfast table of the people of the United States, with farmers, of course, footing the bill. Further than that, the grain corporation is freely selling wheat to Europe, quoting prices in competition with the rest of the world. Instead of having had any difficulty in securing from European countries a price equal to the government guarantee in this country, they have sold much wheat at a higher price and made profits running into the millions."

Export Outlook for Drafters

The export market for draft horses is encouraging, despite high ocean freight rates, according to a report from commercial sources published in the Grain Growers' Guide (Winnipeg, Manitoba) for August 20, 1919. It is said that three buyers expect to purchase 400 to 500 horses on the Chicago market each week for shipment abroad.

"The horse that is most sought for is the one that will stand 16.3 to 17 hands, with depth of chest equal to one-half his height, and well proportioned throughout. Such a horse must be strong-backed, powerful in build, deep middled and well let down in the flanks, with good underpinning, and weigh over 1,700 pounds in working flesh. Such horses will bring from \$325 to \$350 each. Short, steep pasterns, small constricted feet or crooked hocks, and unsound horses are not wanted.

"One fact of especial interest to farmers is that the exporters will take the mediocre stuff if they can not get the best. No man can afford to sell the best if he expects to improve his horses. There is a steadily growing demand for drafters for city and construction work, as well as for export. Shrewd judges of the market predict that by 1921 good draft horses will be higher in price than ever before; and then there will be a frenzied stampede of farmers to breed their mares, and with this will come a wide-spread demand for good stallions, which the pure-bred horse breeders of America, largely Percheron, must meet.

"Sir Merrick Burrell, vice-president of the British Percheron Horse Society, will visit the United States this fall for the purpose of acquainting himself with the resources of the United States in Percherons."

It is a good plan to shift the cross links of the tire chains from time to time. That is, move them so that they do not depend on the same link of the main chain all the time. The wear and tear on the tire chain centers at the links to which the cross chains are attached, and for this reason moving these latter from time to time spreads the wear.

When to Apply Limestone

Many farmers who feel that their soil would be benefitted by liming are asking the question, "at what time of the year should limestone be put on the soil?"

Biggest crop increases by limestone are gained from applying it to clover and other legumes, says W. A. Albrecht of the Missouri experiment station, and for this reason many recommend using lime in the crop rotation just before clover. This is a good time, but profitable returns from lime are given by corn, wheat, and other crops as well so that the crop is not necessarily the deciding factor.

The best recommendation is to apply limestone at any time when it can be properly put on the ground with least labor and least interference to other field operations. This may be in the fall, or it may be in the spring or winter. When clover is to be seeded on winter wheat in early spring, it is best to apply the lime in the fall soon after plowing for wheat. For the farmer who plows as early as he should, this will give a long season when roads are good, the days long and work not so pressing. It leaves the subsequent tillage of seed bed preparation to mix the lime and soil without cost of labor beyond that of spreading. This is the time that seems convenient and is preferred by most men using limestone.

If limestone is applied before plowing, it should be thoroughly disked and mixed into the soil. This extra labor has been the main reason for making the application after plowing preferable. Results of field tests in Missouri on the effects of applying lime on top as compared to turning it under fail to give any significant differences. But since lime must be mixed with the soil for speediest and most complete action, and since it leaches downward by rain, the top dressing is the best practice.

When acid phosphate is used on wheat following liming treatment, some time should elapse between the two applications. Acid phosphate mixed directly with limestone changes from soluble to insoluble form and loses much of its immediate value. To avoid this loss, the limestone should be worked into the soil ahead of wheat seeding by at least a few weeks.

Limestone may also be applied in the winter when the frozen ground permits heavy hauling and when there is idle time. It may be put on as surface dressing for winter wheat or, on fall plowed ground for corn. It may also be applied in the spring. In fact it may be applied in any season and for any crop to suit the convenience of the farmer. The main thing is to get it on the land. It is especially desirable previous to clover and other legume crops sensitive to sour soils, but is favorable effects last long enough to benefit these even when they are not the first to follow in the crop rotation.

It is well to remember that the biggest effects of lime come not so much from the lime itself, but from its use in conjunction with other soil improvement practices, such as growing legumes, turning under manure and crop residues, or using phosphates. Lime increases the soils, but its favorable effects last long increasing the legume growth to be pastured or fed and returned to the soil. It increases the straws and stovers of other crops that add more organic matter and humus. These combined with the use of phosphorus or other plant food deficiencies will increase the soil fertility and materially increase crop yields and profits as well.

There is every indication that 1919 will go down in history as the greatest year for dairymen ever experienced. Butter fat will be high, cows will be worth more than ever before, and calves will continue to grow in value. The man who owns cows is truly fortunate.

According to the government census of Germany, that country is short over two and a half million milk cows, and in the same proportion there is a shortage of all kinds of cattle.

GENERAL FARM AND STOCK ITEMS

Something of Interest for All—Overflow from Other Departments

IT PAYS to top-dress wheat with barnyard manure. In some cases it is a good plan to use the manure in connection with acid phosphate in order to make it go as far as possible. This has been demonstrated by experiment station tests. Barnyard manure used in this way will make a greater return to the ton if lightly applied to a large area than if spread heavily over a few acres. This has also been proven by numerous experiment station tests. It has frequently been the opinion of superficial observers that the increase in quantity of manure to the acre resulted in corresponding gains in crop yields. This does not follow, however. At the Ohio Experiment Station, for example, land treated with four tons of manure on wheat in a three-year rotation of potatoes, wheat and clover, returned eleven bushels more than wheat not so treated; and an eight-ton application to wheat in the same rotation resulted in an increase of only sixteen bushels to the acre. Doubling the application, or increasing it 100 per cent, thus increased the wheat yield only 48 per cent.

The practice of top-dressing wheat is increasing. There was a time when Kansas farmers thought the application of manure to wheat was harmful. A manure spreader is almost a necessity if one is to spread the dressing evenly and lightly enough. When so applied it is less apt to smother the wheat plants, and as stated above, will bring much larger returns.

Royal a Championship Show

The 1919 American Royal Live Stock Show, which will be held at Convention Hall, Kansas City, November 15 to 22, is essentially a grand champion show this year, for a majority of the cattle to be shown this year have been over the different sectional state fair circuits and have won their honors to date in hotly contested show-ring events.

The aggregate value of all cattle shown will be in excess of two million dollars and at one period of the show week there will be more than one million dollars' worth of pure-bred beef cattle in the ring at one time.

The aggregate value of all prizes at the Royal this year, including the handsome silver trophies offered, is in excess of \$25,000. The trophies are six in number and are offered, three by the Kansas City Stock Yards Company and one by the W. R. Nelson estate of Kansas City, one by Senor Calendonia Perda, Buenos Aires, Argentine Republic, and Charles M. Duggan, also of Buenos Aires, Argentine. Cash prizes are in excess of \$20,000.

The car lot show of fat steers and heifers will be held at the Kansas City Stock Yards in the new section of the yards which are now being put up to take care of 5,000 more cattle.

Amount to Feed Milk Cows

Underfeeding is a common mistake in handling milk cows. It takes feed to make milk. The big milkers are cows having a large capacity to handle feed. One who has never before handled one of these high-producing cows is astonished at the amount of feed they will consume.

The cow, first of all, must take care of her maintenance requirements. A cow weighing a thousand pounds requires for this purpose an amount of feed equivalent to eight pounds of clover or alfalfa hay daily and twenty pounds of good silage. She must have this amount of nutrient material whether she produces milk or not. The feed used in milk production must be in addition to that used for maintenance purposes. A thousand-pound cow, giving twenty pounds of 4 per cent milk daily, if properly fed, uses about half of her ration for maintenance and the other half for milk. A

little thought will show one that it is certainly poor policy, after giving the cow enough for maintenance, to withhold any of the other half, all of which goes to the production of milk. A cow then requires feed in proportion to the amount of milk she is capable of producing. The heavy producer requires considerably more than the cow of moderate capacity.

Economy is always a consideration in feeding the milk cows. The farm-grown roughages, such as silage, hay and fodder, furnish these nutrients in the cheap-

est form. It must not be assumed, however, that it is economy to feed good milk cows nothing but rough feed. A really good producer cannot eat enough rough feed to supply her needs for milk production. She must have some grain to supply the additional nutrients in a concentrated form. A good practice to follow in the effort to feed with economy is first to give all the cows all the roughage they will eat. They will eat more if it is fed to them three times a day than if fed only once or twice daily. In feeding grain, feed in propor-

tion to the amount of milk the cow is giving. A good rule to follow is to give a Jersey or Guernsey cow a pound of grain for each three to three and a half pounds of milk she is giving. To a Holstein, Ayrshire, or Shorthorn, feed a pound of grain for each four to four and a half pounds of milk produced.

"Prevention" in Care of Sheep

Parasitical diseases of sheep are hard to fight and overcome. Dr. C. P. Fitch, head of the division of veterinary medicine at the Minnesota College of Agriculture, believes that the ounce of prevention is worth more than the pound of cure. He says:

"Most diseases of sheep are caused by parasites such as stomach and lung worms, mange, ticks, and tape worms. In Minnesota the losses due to stomach worms are probably the heaviest; next to them probably is the toll taken by lung worms. Any treatment for lung worms is unsatisfactory and sheep afflicted with them should be disposed of promptly. Diseases caused by stomach worms can be treated to good purpose by the use of 1 per cent solution of copper sulphate, 100 cubic centimeters for the older sheep and half that quantity for lambs. The solution is given in the form of a drench and should be repeated once or twice at intervals of ten days, care being taken not to get the fluid into the windpipe of the animal. Tape worms can be expelled by the use of aspidium, otherwise known as the extract of male fern.

"Prevention" should be emphasized in the matter of sheep diseases. Farmers and breeders should exercise every possible care when buying sheep to avoid bringing infested animals into the country. Newly purchased animals should be kept by themselves and confined to single fields for the first six months. In this way the spreading of disease to original flocks can be reduced to the minimum. Now that the sheep raising industry is being stimulated in Minnesota, it is exceedingly important that all breeders inquire carefully into the history of flocks from which they may purchase. All imported stock should be closely inspected by a competent veterinarian."

"Right Use of Lime in Soil Improvement" is the title of a book just published by the Orange Judd Company, of New York. This little book, which sells for \$1.25, is most timely. Lime is destined to become of great importance in the maintenance of crop production. There is considerable confusion as to the exact function of lime in the soil. We are learning that many soils would be more productive if they were not lacking in lime, and yet lime is not to be classed as a fertilizer or as a substitute in any sense for fertilizers. Some of our most profitable farm crops, as alfalfa or clover, will not thrive in a sour soil, no matter how rich it may be in plant food. Lime corrects this condition, and the plant makes a strong vigorous growth as a result. The different forms in which lime is used, methods of application, evidences of the need of lime in the soil, tests for soil acidity, and many other points relative to the right use of lime in the soil are fully explained in this new book.

Let the church and the school begin to face the facts in the present problems of our national life, or both will go down in the common crash. Let the church and school think of serving the community rather than of being served by the community.—Kansas School Journal.

The experience of feeders is that no live stock keeping farmer can afford to be without a silo.

Farmers Challenge Labor and Capital

A CALL to labor and capital to stand shoulder to shoulder with agriculture upon the platform of Americanism was the outstanding feature of the statement formulated by the Kansas State Board of Agriculture at its recent meeting held in Topeka October 27 and 28. A get-together spirit on the part of all classes, increased production and a steadfast adherence to the principles of true Americanism constituted the fundamental recommendations of the board in the present crisis. It is only adding fuel to the fire to stir up class feeling and complain constantly of the evils from which we are suffering, said the members of the board as they earnestly discussed the situation. The war has brought certain inevitable consequences which must be endured, and the farmers of Kansas, through their representatives on the State Board of Agriculture, have appealed to labor and capital to join with them in an effort to get back to normal production and normal conditions at the earliest possible moment. This is no time for nursing class hatred.

The Board also heartily endorsed the stand taken by President Wilson in his appeal to the coal miners the week before the date set for the strike.

The statement adopted by the Board follows:

Americanism is under attack. American patriotism is now being tested as never before. The social and industrial unrest which came upon us as a reflex of the great war has permeated our country to an extent which demands the best thought and the sanest action of all Americans.

The one and only remedy for this great unrest is to be found in an increased production in all lines of industry. The nation must go to work to recoup the tremendous losses of the war and so place our agricultural, commercial and industrial machinery upon a stable basis. Capital should be satisfied with a fair return on the investment and the wages of labor so adjusted as to insure a good and comfortable living for the worker.

Recrimination and the generation of class hatred offer no cure for present conditions, and yet they are the direct result of the generally accepted belief in the existence of profiteering. The high cost of living is charged against the farmer, he being the producer of the commodities in most general and daily use, and yet it is certain the farmer, as a class, is not making a fair wage, much less an unfair profit.

The Kansas farmer is not profiteering, whatever may be said of others; and, without proof, the hue and cry against profiteering is futile and tends to aggravate the trouble which it seeks to cure.

The Kansas farmer receives about two dollars per bushel for his wheat. It requires four and one-third bushels to make a barrel of flour of 196 pounds. This barrel of flour will make 294 one-pound loaves of bread which retail at 10 cents each, or \$29.40 for the barrel of flour when sold as bread. To this must be added the by-products in the manufacture of flour, as bran and shorts, valued at \$1.35. The consumer thus pays \$7.10 per bushel for the wheat for which the farmer receives only two dollars.

Losses of beef-makers have been enormous in the past season. The recent unparalleled break in the hog market has been most disastrous to the pork producing industry. While prices on much of what the farmer produces has been going down, the cost of production continues to mount. Wages were never before so high, nor help so scarce. Everything the farmer buys—as implements, machinery, and other necessities—has very greatly increased. He not only takes chances on fluctuating markets and transportation uncertainties, but constantly faces the risk of crop failure.

Still, food at the initial market has been and now is our cheapest commodity. The greater volume of all foodstuffs comes from the farm and cheap food in America has always been possible because of extensive rather than intensive farming.

The American farmer numbers more than thirty millions and constitutes the largest business element of the country. He is the producer upon whom all depend for food and should he be so unpatriotic as to follow the advice of the agitator he would limit production so as to increase prices and all classes would pay an exorbitant amount for food. The problems which confront us are unparalleled in our history and can only be met by the patriotism, intelligence, industry, and the economy of the American people.

The American farmer patriotically does his work. He does not strike. In him lies that stability which will prove the salvation of our country. We challenge capital and labor to stand together, shoulder to shoulder, with agriculture, upon the platform of Americanism.



This Trade-Mark Is Your Assurance of Greater Motor Oil Satisfaction

En-ar-co National Motor Oil The Scientific Lubricant

THE high quality of En-ar-co National Motor Oil never fluctuates. Year after year for every motor use, under every condition, it gives the same uniformly perfect results. Here is why:

We supply the best materials, the newest modern equipment, exact formulas, and most rigid tests.

En-ar-co is scientifically refined, insuring a uniformly perfect oil.

For All Types of Motors

Tractors, automobiles, aeroplanes, trucks, gas engines and motor boats give better service and last longer when lubricated with En-ar-co National Motor Oil.

It forms a soft, velvety cushion or film—strong and tenacious—that protects all moving parts. Thus is friction practically eliminated, and your motor is able to render its greatest strength and power.

Insist upon En-ar-co National Motor Oil and other En-ar-co products. If your dealer cannot supply you, write us.

National Refining Company

1961 Rose Building, Cleveland, Ohio

Branches in 89 Cities

THE
NATIONAL
REFINING
COMPANY,
1961 Rose Bldg.,
Cleveland, Ohio

All En-ar-co Products Excel

White Rose Gasoline for greater power.

National Light Oil for Tractor fuel. Also best for lamps, oil stoves and incubators.

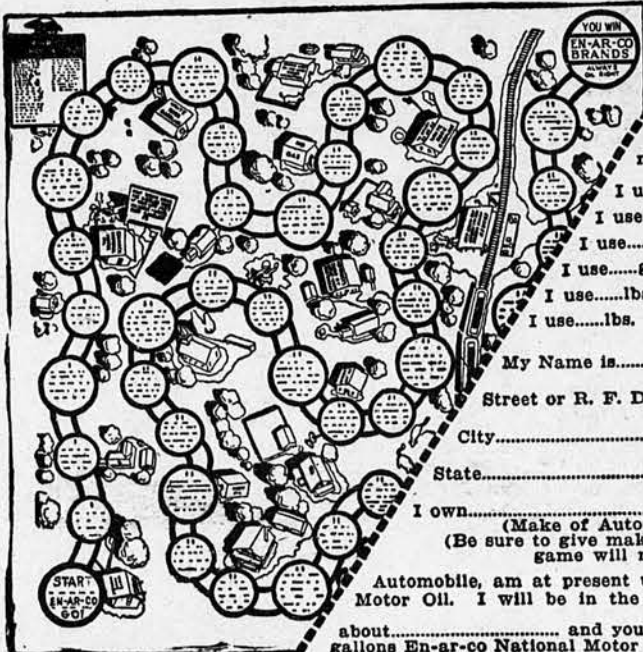
En-ar-co Motor Grease for every lubrication point around the motor car or tractor.

Black Beauty Axle Grease for wagons.

Always look for the En-ar-co trade-mark!

This Game Sent FREE

A fascinating game in which autos compete in a cross country race will be sent to all auto, tractor, motor boat or engine owners. Grown folks as well as children will be delighted with it. Just the thing for Fall and Winter evenings. Write for it NOW. It's FREE.



Send me your En-ar-co Auto Game free. Enclosed find two-cent stamp to partially cover postage and packing.

Also give nearest shipping point and quote prices on the items I have marked.

I use.....gals. Gasoline per year
I use.....gals. Motor Oil per year
I use.....gals. Kerosene per year
I use.....gals. Tractor Oil per year
I use.....lbs. Motor Grease per year
I use.....lbs. Axle Grease per year

My Name is.....

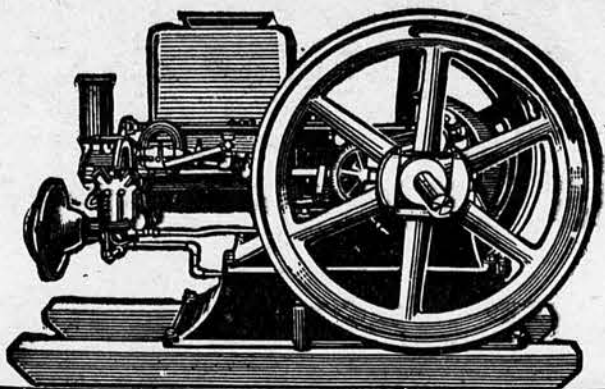
Street or R. F. D. No.....

City..... County.....

State.....

I own.....
(Make of Automobile or Tractor)
(Be sure to give make of auto or tractor or game will not be sent)

Automobile, am at present using.....
Motor Oil. I will be in the market for more oil again about..... and you may quote me on..... gallons En-ar-co National Motor Oil.



Maximum Engine Service

Cheaper Power and More of It

That's just what every farmer and power user is looking for. Go to the nearest Stover Dealer and ask him to explain why Stover Good Engines give maximum engine service—cheaper power and more of it. Thousands of power users in all parts of the world have tested and proven the mechanical perfection and over plus of power.

1/2 to 60 H. P. GASOLINE, KEROSENE DISTILLATE, CRUDE OIL

Stover construction is exceptional—drop forged and machine hardened parts. Cylinders and pistons accurately ground and fitted, saving wear and maintaining compression. Heavy enough to eliminate vibration, but no excess weight.

Stover Good Engines are particularly designed for the work you are going to do. They are built by experts—experienced designers and builders of "good" engines. Dimension for dimension, rating for rating, gallon for gallon of fuel a Stover Good Engine affords cheaper power and more of it than any engine you can buy. They come to you all ready to set up and begin work at once. Their construction, material, workmanship and features afford every user of a Stover Good Engine many years of satisfactory, economical power service.

FREE Engine Book Our engine book fully describes them—also Hand Portable and Horse Portable Engines and Portable Saw Rigs. Send for it today and name of nearest Stover dealer.

STOVER MFG. & ENGINE CO., 1305 Lake Street, Freeport, Ill.
Also manufacturer Stover Samson Windmills, Feed Mills, Comminators, Ensilage Cutters, Pump Jacks, Saw Rigs, etc. Established 1862. Free Catalog.

STOVER

GOOD ENGINES

Don't Miss a Word of This

ANNOUNCEMENT

To the farmers of Kansas in general, and to the farmers of Montgomery County in particular:

GREETING: On October 11, 1919, our Fertilizer plant at Crane, Kansas, commenced manufacturing the material that will Restore Your Land to its Original Fertility. If you wish to increase your production of Grain and Alfalfa from 25 to 50 per cent and more, you cannot afford to delay in getting your order to us at once.

We are more than anxious that our home farmers benefit. We have orders from Oklahoma and other states that will have to wait until your wants are supplied. Remember, if your wheat is already sown, or is up, you can derive the same benefit, and more, by Top Dressing your crop now, or at any time during the winter. Don't fail to drill this on your Alfalfa after the last cutting; also your pasture lands. You will have the same great benefit if used on your Garden, Orchards or Lawns. You cannot calculate what this Soil Rectifier will do for you. We extend to you a cordial invitation to inspect our plant at Crane Station, and at our office, 200 Citizens Bank Building. Phone 386, office.

Yours to Double Your Production.

THE LIME FERTILIZER & MFG. CO., Independence, Kan.

Dry roughage is not conducive to high milk production. Cows will not eat enough and the dry feed is seldom as efficiently digested. For high milk production it is almost essential to have at least a portion of the ration succulent in character. In the Arkansas Valley Cow Testing Association of Lamar, Colorado, the value of silage supplemented with grain has been strikingly demonstrated, as shown in a recent report by the tester. One member has been feeding his best cow heavily on silage and grain this year and has increased her production 50 per cent over what she gave a year ago when he had no silage. During a single month she produced one and one-fourth tons of milk, worth \$3.10 a hundred. The profit was \$25 a month more than last year, when she was on dry pasture with a little bran as a supplement.

The demand for young men and women is greater now than in war times. Think of graduates receiving \$1,200 to \$1,800 per year as stenographers, bookkeepers and secretaries. Your success depends upon your college.

Expert teachers in all departments. Equipment latest and most up to date. Banks, Railroads and Commercial firms demand our graduates because they are qualified.

We employ no solicitors. Every graduate a position.

Strickler's 107-109-111-113-115-117 East Eighth Street Topeka, Kansas

— OTTAWA —
Business College
OTTAWA, KANS. CATALOG FREE

COST OF PRODUCING WHEAT

AN EFFORT to find out what it cost to produce the 1919 crop of wheat in Kansas is to be made by the Kansas Board of Agriculture. We referred to this editorially in a recent issue of KANSAS FARMER. Secretary Mohler's plan is to get all the information possible from the men who actually grew the wheat. He is appealing for the hearty co-operation of every wheat grower in the state. The following open letter, which explains the scope and purpose of the investigation, was addressed to members of the Grange and Farmers' Union:

We wish to secure reliable information from a large number of farmers on the cost of producing the wheat crop of 1919. As you well know, such figures will be of value in many ways, and especially valuable, we believe, for the following reason:

Because the price of wheat has been much higher in the last few years than heretofore, consumers (the great mass of the people) have very generally jumped to the conclusion that wheat growers are making an unfair profit; and they have done so mainly because they do not believe, what you and I know, that the cost of growing wheat has kept pace with the advance in price.

It will be a bad thing if this opinion is allowed to stick in the mind of the public and the legislator through the economic changes and readjustments we shall see in the next five years. Do you think the farmer likely to get a "square deal" if it does?

But to deny that farmers are taking too much profit will have little effect. Why should it? Mere assertions not backed up with facts never do have much effect.

On the other hand, a clear and honest showing of the actual cost of producing wheat under present conditions, based on the experience of a large number of reliable and conservative farmers, will carry much weight.

Therefore we are asking farmers to join the Board of Agriculture in an effort to secure the facts relative to the cost of producing wheat in Kansas, that they may be presented widely and wisely. We shall use the questionnaire method for securing this information for it is the quickest and the cheapest; but before sending out the blanks we wish to obtain a thorough expression of opinion upon two fundamental points. These relate to the amount of land and the amount of time that should be charged against the crop.

So far as we can learn, it has been the practice of investigators in determining the cost of producing a certain crop to assume two things:

First—That the amount of land charged against the crop in determining the charge for the use-of-land should be the number of acres actually sown to the crop—and no more.

Second—That the farmer's time charged against the crop should be the hours actually expended directly upon the crop—and no more.

We take exception to this on the ground that it is poor accounting because it does not cover all the facts, and because it is clearly unfair to the farmer. We hold—

First: That in determining the charge made against the crop for the use-of-land, the acreage allowed should include not only the acres actually sown to the crop, but also the crop's fair share, or proportion, of any waste land—entirely unproductive land—in the farm.

For example: If a farm of eighty acres consists of seventy-five acres of wheat land and five acres of waste land, the farmer must maintain eighty acres to secure seventy-five acres for wheat. Therefore, eighty acres should be charged to the wheat crop, not seventy-five acres only. Otherwise we reach the conclusion that it costs the farmer nothing to carry waste land because he is not allowed to charge this expense against any of his farm enterprises, which of course is absurd.

A manufacturer, in figuring his cost of production, includes every item of expense, not a part of them only—and he is right in doing this. Is it not wise and fair for a farmer to do so also?

Second: That in determining the charge for the farmer's time devoted to the crop—the portion of his working year chargeable to the crop—it may often be unfair to allow only the hours expended directly upon the crop.

For example: Some farmers, for one reason and another, confine their farming almost altogether to wheat growing, deriving practically all their income from this one crop.

To secure a crop of wheat they must be on the farm for a year; although, from the nature of the crop, they can use but a part of the working days of the year directly upon it.

In such a case, and there are many such cases in the state, is it not true that the farmer devotes much more time to the crop than the hours expended directly in field work for the crop? Is not a good portion of the time he expends in general work about the place looking after fences or roads, getting a plow sharpened, going to town for machinery parts, etc., really a part of the cost of producing the crop?

Please bear in mind that we are now

considering the actual cost of the crop such a farmer—the cost of the crop as it is in fact produced on such a farm—are not considering how it might be grown or how someone thinks it should be grown in a different system of farming. That we are after facts, not theories.

We believe our interpretation of these points is correct and that any other interpretation is unjust to the farmer.

Do you agree with us? And further, will you work with us securing data for a statement of the farmer's side of the wheat question that will carry weight because it is true? The blank is not long. Your answers can be made in an hour or two. We shall be glad to send one to any farmer giving us his name and address. Cannot this be done now?

If you desire to co-operate in the work, write to J. C. Mohler, Secretary, State Board of Agriculture, Topeka, and a copy of the cost production blank.

How to Skin Furs

The trapper has only begun when he has taken his catch from the traps. An important task remains before shipping the pelts to market, and that is to skin the animals properly.

All the animals trapped in North America are treated in one of two ways—their skins are either "cased" or taken off "open." If taken off open some a preferable fur side out and some pelt side out.

Casing a pelt means that you peel from the body of the animal intact. Here is the way most experienced trappers say to do it: With a sharp knife cut from the base of the tail down each hind leg to the foot. Also cut the skin loose about the eyes and nose. Then suspend the carcass by the hind legs and with a gentle, slow movement that you will not tear the pelt, begin pulling downward, until you have peeled the whole pelt from the animal's body. If the tail is valuable it should be skinned also, and the bone removed.

If you have never had experience casing your catches it would be wise to have some seasoned trapper show you how it is done before you attempt yourself. It is a task that requires care and skill, but you are repaid by the better prices that well skinned pelts will bring.

The "open" method is used generally on coon, beaver, badger, mountain lion and bear. With a sharp knife slit the pelt down the belly from the jaw to the base of the tail. Also make incision down the back of the hind and the side of the forelegs.

Then peel the skin off gently, taking special care when you come to the head not to rip or tear it. Never cut the head off. After you have done this move every ounce of surplus flesh from the pelt.

Next comes the stretching of the skins. Steel stretchers may be procured for this purpose. Do not attempt to stretch alone and unaided or without instruction at first. A wise move is to get one of the big reputable fur houses asking for explicit and detailed directions for stretching skins, and any other information about preparing them for market that you may need. You will find that the fur house is willing to help you at every turn of the trapping game. Also observe and adopt the methods of trappers of experience.

The importance of this task cannot be over-emphasized, because unless the skins are stretched properly they will not bring full market value.

The drying process is not so difficult. Always remember that skins must be dried in a cool, shady place and kept away from them. Never dry skins in the sun or by artificial heat. They must not be allowed to wrinkle or get brittle, and if for any reason they start to get too dry, moisten them from time to time with a wet cloth, taking care, however, that this moisture doesn't remain when the furs are shipped.

One of the chief advantages in keeping cattle is that they assimilate large quantities of roughage and waste feeds and carry them to market themselves in more concentrated form.

Advertising Farm Products

(Continued from Page One)

the buyer's place and state those facts which he would like to know if he were buying instead of selling. Then he cannot help but write a good advertisement. Use simple, straightforward English. Flourishes are useless. Tell the truth. These are the only mysteries there are in advertising.

Layout Not Necessary

Although layouts are helpful in constructing good advertisements, don't think for a moment that they are absolutely essential. They are not. Just write down what you want to say, tell the printer how much space you want, and he will fix it up for you to the best of his ability. You will get your money's worth in any case. On the other hand, the preparation of a layout helps to visualize the probable appearance of the advertisement.

These suggestions apply to all publications. Farm papers give especially helpful service to new advertisers.

How to Measure Words and Space

In order to know how many words you may write for the body of the ad, it is necessary to know how many words of various sizes of type will fill a square inch, then multiply by the number of square inches in the space not occupied by headings and firm name at bottom. If an illustration is used, allow for that. In any computation, also allow for white space. By that is meant, do not figure total space but allow for margin. Solid reading matter is not attractive.

Most ordinary newspaper body type is eight-point, for which figure twenty-three words a square inch, spaced. Display advertising text matter is frequently set in larger type, with measurements approximately as follows: Twelve-point, spaced, eleven words a square inch; ten-point, spaced, sixteen words a square inch; eight-point, spaced, twenty-three words a square inch. Your home printer will be glad to show you his type book illustrating the various sizes of type and their space equivalents. This is a good study for the boys or girls in the family.

Value of Illustrations

Good pictures attract attention. If you are selling breeding stock, a well-posed picture of the herd bull will strengthen the ad. An inferior picture is worse than none. The catalog or printed circular will be doubly effective if illustrated. The picture should illustrate what is being advertised. Trick views designed merely to attract attention and not to illustrate should be omitted. In photographing farm animals take care that the animal has a natural pose. A picture of a stallion with feet improperly and awkwardly placed and head carried low or strained too high would not make a sale. In photographing the home, select a view where the house has the most attractive setting with relation to the trees or the other farm buildings.

A good camera is a real investment, for with it you may secure good pictures as occasion presents itself. It costs money to send for the town photographer. Frequently he cannot come when you want him. A photographic record of the farm activities has many business uses, not the least of importance being its use in advertising what is for sale. Frequently a snap shot of a farm animal sent to an inquirer will clinch the sale. Get a camera and turn it over to the children if you don't care to bother with it. A good camera is not necessarily an expensive one.

Where to Advertise

A beginner in the use of advertising is often puzzled as to where he should place his advertising. For selling small quantities of farm products, advertising in the local paper is probably sufficient. In the circular referred to it is stated one or more farm papers should be used for the selling of larger quantities of products in building up a broader reputation. If you plan on building up a state-wide reputation in some particular line, buy display space rather than want ads—with the possible exception of poul-

try. There is something about big space, especially in breeder announcements, that is effective in building up a following.

You may desire to find a market in some other state—a market that is covered especially well by some farm paper. This might be true of Kansas alfalfa seed growers, for instance, who desire to do business in Wisconsin, Iowa or Illinois. Some farm papers cover these states more thoroughly than any others. The service department of your own farm paper will usually be glad to help you select one or two publications.

We trust that the ideas here given will be of help to our readers and that they may be able to use them as seems to fit their individual needs. We cannot avoid the conclusion that advertising is a most valuable means of securing a wider market and better prices for farm products.

Farm Production of Beef

(Continued from Page Four)

grass. They went into the feed lot August 17, started for market December 2 weighing 983 pounds, and sold for \$10.75 in Chicago.

Handling Mature Steers

On mature steers, also, I have had the best results from short feeds in the fall, beginning the middle of August. Under favorable conditions and with the proper ration, a four-year-old steer that has grazed well can be moderately ripened under this system in sixty-five days, while two and three-year-olds will require a slightly longer period.

It is well to bear in mind that the cheap calf, apparently, is a thing of the past. The United States Department of Agriculture has carefully compiled figures indicating that a high class beef calf, reared under such conditions as have prevailed in this immediate vicinity for the four years 1913-1916, represents to his breeder at weaning time an average cost of \$38, and these figures are made on the basis of a 90 per cent crop. How costly the calf will be if one's herd happens to be afflicted with that terrible bane of the cow man, contagious abortion, it is difficult to surmise.

Figuring the Profits

If our calf is actually costing us \$38 and we are selling him for this figure, we are engaged merely in the unprofitable occupation of swapping dollars, and must soon tire of it. But I am convinced that if we view the matter in the right perspective we shall find such is not the case. That cost is made up of many items that can properly be credited as profits—interest on the value of the cow—and this is a liberal and potential value rather than her actual worth for beef at the moment; income from grass, which you would regard as a satisfactory and profitable return if rented to a grazier; a round profit on the roughage—often of poor quality and unsalable—charged to the cow, which profit you could obtain so readily in no other way; fertility added to your soil by feeding and grazing the cattle upon it; and lastly, the unearned increment which time and the evolution of our industrial and social conditions are rapidly and surely affixing to the value of the land which you own and use.

These profitable items are the ones on which stress should be laid in reckoning the cost of the calf. When we have gotten rid of our longing for purely speculative and spectacular returns from our operations, and are able to view the true facts of the business more philosophically and reasonably, we shall all be better and more contented farmers.

This is my honest belief, and the same principle applies, I think, to all other branches of the agricultural profession. When our friends, the packers, who finally manufacture our product, shall acquire something of a kindred vision, and apply it to their own operations, I'm sure we shall all be happier and shall live on better terms with each other than is the case at present.

Of the world's wheat, 25 per cent is grown in the United States.

OSHKOSH B'GOSH

UNION MADE OVERALLS



The Work Clothes for Dad The Play Clothes for Sonny

Dad is here shown wearing the "Allover" Overall. It covers the body amply yet leaves the arms perfectly free. The ideal overall for the farm. Made strong, roomy, comfortable, of heavy durable Eastern denim. Sonny is wearing a pair of regular overalls, of the same heavy material and made just as strong and durable as dad's. A new pair of either without cost if the first pair is not satisfactory.

OSHKOSH OVERALL CO. OSHKOSH, WIS.

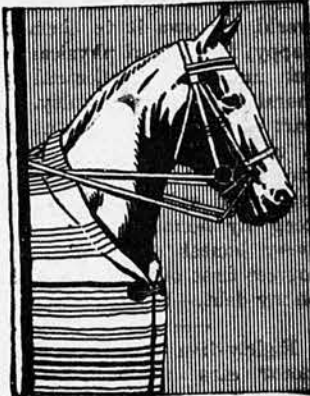
They Must Make Good
Or We Will



Horse Blankets

Give your horse a real treat, protect him with a 5A Storm King blanket. Its large size, 84 x 90 inches, insures a comfortable fit and graceful hang. 5A Storm King Horse Blankets have been the leaders over 30 years. Closely woven from the very best material, their quality and durability is unsurpassed. Outwear three ordinary blankets.

Look for the 5A trademark.
WM. AYRES & SONS, Philadelphia
Makers of 5A Motor Robes



Real Estate For Sale

SOUTHEASTERN KANSAS—Farms, all sizes; lowest prices. Terms, \$1,000 and up. Send for booklet. **THE ALLEN COUNTY INVESTMENT CO., Iola, Kansas.**

100 A., \$3,300; WITH Pair Horses, 8 Cows and

bull, heifer, pigs, tools and implements, hay, fodder included for quick sale, easy terms. Convenient R. R. town, high school, six churches, creamery markets. Fifty acres fertile fields adapted all general crops, 16-sow pasture, wood, fruit. Good buildings, 9-room house, large barn, granary, corn, poultry, hog houses. Traveling instructions to see this unusual bargain in equipped farm, page 22 Strout's Fall Catalog, 100 pages Farm Bargains 23 States; copy free.

Strout Farm Agency,

831 A. S. N. Y. Life Bldg., Kansas City, Mo.

Do You Want High School?

160 Acres, 1 mile from splendid town, 1,000 people, five churches and high school, two good banks, splendid town, on main line of Santa Fe Railroad; 120 acres under cultivation, balance in pasture, all tillable part of the land now in wheat. Good new six-room house just built, good barn, never-falling water, on rural route and phone line and main auto road. Beautiful location, splendid farm. Price, \$85 an acre; \$3,000 cash, balance long time, 6 per cent, optional payments. Possession can be had. Best bargain in Eastern Kansas. You people who want high school privileges, town and church privileges, get busy.

Allen County Investment Co., Iola, Kansas.

Notice to Farmers of Kansas

We have some of the best bargains in land that can be found in Kansas, investment or homes. Let us show you and be convinced.

Garnett Land & Oil Co.
Garnett, Kansas

KANSAS FARMER COMBINATION OFFERS



Kansas Farmer

With McCall's Magazine	1 yr.	\$1.60
With People's Home Journal	1 yr.	1.70
With Today's Housewife	1 yr.	1.55
With Amer. Poultry Advocate	1 yr.	1.30
With Pictorial Review	1 yr.	2.35
With Christian Herald	1 yr.	2.55
With Red Book	1 yr.	2.70
With American Boy	one yr.	2.60
With Review of Reviews	1 yr.	4.05
With Pathfinder	1 yr.	1.90
With Current Opinion	1 yr.	3.05
With Popular Science Monthly	1 yr.	2.35
With The Delineator	1 yr.	2.60
With Modern Priscilla	1 yr.	1.85
With Everybody's	1 yr.	2.60
With Literary Digest	1 yr.	5.00
With Etude (Music Magazine)	1 yr.	2.35
With Illustrated World	1 yr.	2.40
With American Magazine	1 yr.	2.65
With Hunter-Trapper	1 yr.	2.10
With Woman's Home Comp'n	1 yr.	2.65
With Little Folks	1 yr.	2.00
With Illustrated Review	1 yr.	1.35
With Youth's Companion	1 yr.	3.15

Use This Coupon When You Order

KANSAS FARMER, Topeka, Kansas.

Gentlemen: I enclose \$.....to pay for Kansas Farmer and.....

.....both one year.

Name

Post Office

R. F. D..... State.....

Having brought our children into the world, we owe it to them to furnish a happy, free life of physical health, cheerful industry, intellectual growth and moral dignity and sanity. To pay my part of the debt I have at my command a certain amount of money physical strength, intellectual vigor, nervous energy, and spiritual force. If I am to keep my honor untarnished I must, as every honest debtor does, use my resources first of all to keep the payments on my debt.—DOROTHY CANFIELD FISHER.

Eighty-five per cent of the world's motor cars are made in the United States.

THE HOME-MAKER'S FORUM

ETHEL WHIPPLE CROOKS, Editor, Frankfort, Kansas

Letters from readers are always welcome. You are urged to send in helpful suggestions, to give your experiences, or to ask questions. Address the Editor of this Department.

The fall flies, which are so annoying and so persistent, may be easily destroyed by driving them into one room and sprinkling insect powder on the windows, walls and ceiling until the air is full of it. Then close up the room tightly for half an hour and let them die. This will not only rid you of a great deal of annoyance this fall, but will lessen the number of flies next spring.

Good Cheer in the Home

"The average farm home has one room which is comfortably warm in winter. In this room there is usually one kerosene lamp which does not give a good light for reading except around the table on which it is sitting. Dad sits by the table and reads his paper until bedtime, and the boys and girls are expected to keep back out of the way in the cheerless part of the room and keep still so they will not disturb father. I believe that is one reason why so many farm boys and girls like to spend their evenings in town."

The speaker was a man who has given a great deal of attention to the problems of heating and lighting the farm home. "Nobody that I know of likes to get out and ride three or four or five miles on a cold winter night if he has a cheery place at home. Where there is heat and light"—and pleasant companionship, he might have added—"there is cheer. If those young people could have their own rooms comfortably warmed they would have a place at home to read or write or talk without feeling that they were disturbing anyone else."

"Five years ago a house could have been made modern in every way for \$800 to \$1,000. A number of farmers who talked with me about it then said, 'Well, it would be great, but I can't afford it.' I supposed that they simply could not spare that amount of money, but now they are all driving their own automobiles."

Work of the Community Nurse

She watches over the expectant mother, and advises her in those matters which contribute to her comfort and safety, and which promise "sound mind and limb" to the little newcomer.

She cares for the sick in her community, bringing trained skill and gentle deft hands to supplement the doctor's knowledge and the family's devotion.

She is the guardian of all babies. Ignorance of proper treatment is the biggest factor in the high baby death rate, and by informing the mothers of the latest scientific principles of child care many little lives are spared. "Saving a baby costs the public so little; losing a baby costs the mother so much."

She is the defender of all school children in her community. By periodical inspection, she protects the well from the sick, and checks the spread of contagious diseases. She also detects any faults in physical development. Had such inspection taken place twenty years ago, one-third of our young men would not have been rejected for military service on account of physical defects, many of which could have been prevented in childhood. Who among you can answer, either to him or to your God, if you let your child grow up with a handicap which might have been removed?

She organizes the boys and girls of her neighborhood into health and hygiene leagues, and bestows upon them two priceless gifts—a knowledge of the laws of health, and good hygienic habits. They learn to value and protect that birthright of every child, a sound, clean, and strong body.

She searches out the young man or

woman with incipient tuberculosis, brings him the glad tidings that his disease can be arrested, and helps him to find the way to the salvation of his health before it is too late.

She is the "lookout on the mountain," giving the first warning of the approach of the enemy, Disease.

If you have no county or village nurse, why not start a public health organization at once and get one? The Red Cross is helping to promote the establishment of rural and community nursing through the Red Cross chapters. See if you cannot get your chapter to start a service in your town or county. The local board of health, the board of education or the county commissioners may be persuaded to employ a public health nurse. Or you might organize a private visiting nurse association, and obtain an appropriation from the school board, health board, or town authorities to help support your nurse. Associating your public health nursing work with the Red Cross through affiliation means that a high standard of nursing will be established and maintained, and a well trained public health nurse will be secured. For information as to how to organize, how to raise funds, how to carry on your work, where to get a nurse, and what she will do, write to the director of the Red Cross Bureau of Public Health Nursing in this division, Miss Laura Neiswander, Frisco Building, St. Louis, Missouri.

Heating the Farm Home

The new pipeless furnace seems the simplest solution of the heating problem in a house of moderate size built without provision for a heating plant, if cost must be kept to a minimum. The proper placing of hot air pipes in such a house means considerable work and expense. The pipeless furnace is simply a large stove placed in the basement and surrounded by a shield which forces the heated air up through a register in the floor above. The heat may be diffused through several rooms by opening the doors between. In many cases upstairs rooms can be satisfactorily heated by this means. This will depend on the construction of the stairway and the amount of hall space. Registers may also be placed in the ceilings of the first floor rooms to heat the upstairs rooms.

Many people who have been accustomed to sitting by a stove do not feel quite satisfied with a house heated by a hot water system or a hot air furnace, no matter how comfortably warm. They like a fire they can see and draw near to. Such people will find a fireplace desirable in addition to the central heating plant. On merely chilly days in fall and spring the fireplace will supply all the heat that is necessary, and on cold evenings in winter the cheerful blaze of the open fire will be pleasant even though the furnace or boiler is in operation.

Paint in Fall Cleaning

This is the time to cheer up the interior of the house in preparation for the long winter months when we must spend much of our time indoors. Walls, floors and woodwork need retouching to bring back the comfort and cheer that nature has heretofore provided.

A coat of flat wall paint makes a sanitary and easily cleaned finish for walls which can be conveniently reached for cleaning. Paper may be used instead, but is so likely to be smoked in winter that fall seems a poor time to put it on. The floors should be treated with a coat of some good floor varnish which will stand scrubbing and not give way under rough usage. An additional coat

of wax will renew the velvety luster of a waxed floor.

The woodwork and doors may be brightened with a coat of interior varnish. If the woodwork is painted or enameled, apply a coat of the material previously used.

There is still the furniture to consider. A coat of furniture varnish will cover up the many hard knocks it has received and put it in harmony with the woodwork, walls and floors.

First Treatment for Burns

The medicine closet or shelf should contain something that can be applied quickly in the case of burns.

Carron oil, which is a mixture of equal parts of linseed oil and lime water, is very effective when used on burns. A thin, porous piece of gauze should be saturated with the oil and placed directly on the burned surface. If the face is burned, a mask should be made of the gauze by cutting a breathing hole for the nostrils, and this should be kept thoroughly wet with the oil by pouring the oil through the mask. If the arms and hands are burned, they should be bandaged loosely with the gauze and kept moist with the oil.

Of course a doctor should be called immediately for a bad burn, but the oil will keep the air from the burn and help to allay the pain while waiting for the doctor.

Fears of Childhood

Fortunate are those of us who cannot remember some fear of our childhood. Too often such fears are the result of thoughtlessness on the part of older people. Recently, while riding on a street car, we were startled when we heard a woman, who was sitting a few seats back, tell her little boy that if he didn't sit quietly the conductor would "throw him off the car." We could not help wondering just what passed through the child's mind upon hearing this statement. He sat quietly the rest of the way—whether through fear, or because he was wondering if his mother would really allow the conductor to put him off the moving car. Surely there was another and a better way in which the child could have been quieted.

Many of the fears of childhood can be traced to statements or threats similar to this one. If we would stop to realize, as we should do, the full effect of such statements to children, we would not make them.

Stocking Dust Cloths

After stockings have served their usefulness as such, they still have a value. A very good dust cloth can be made from a pair by cutting off the feet, opening the stocking at the back seam, and sewing the narrow end of one to the wide end of the other. This dust cloth will take up the dust much better than will an ordinary cotton one. The use of one of the many furniture polishes or oils will add to the effectiveness of the dusting.

Mocha Cake Frosting

- 1 cup powdered sugar
- 1 teaspoon cocoa
- 1/2 teaspoon vanilla
- 1 teaspoon butter
- 2 tablespoons hot coffee

This quantity is enough for two layers

Plain Muffins

- 2 cups flour
- 4 teaspoons baking powder
- 1/2 teaspoon salt
- 1 to 1 1/2 cups milk
- 2 tablespoons melted butter
- 1 egg, well beaten

Bake in greased gem tins twenty-five minutes.

Baked Bean Soup

- 3 cups cold baked beans
- 3 pints water
- 2 slices onion
- 2 stalks celery
- 1 1/2 cups stewed and strained tomatoes
- 2 tablespoons butter
- 2 tablespoons flour
- 1 tablespoonful Chili sauce
- Salt
- Pepper

Put beans, water, onion and celery in sauce pan. Bring to the boiling point and simmer thirty minutes. Rub through a sieve, add tomato and Chili sauce. Sea-

to taste with salt and pepper and
and with butter and flour cooked to
gether. Serve with crisp crackers.—De-
partment of Domestic Science, Michigan
College of Agriculture.

Peanut Drop Cookies

- 2 eggs
- 1/2 cupful sorghum
- 1/2 cupful corn syrup
- 1/2 cupful peanut butter
- 1 teaspoonful lemon juice
- 1 cup barley flour
- 1/2 teaspoonful salt
- 1 teaspoonful baking powder

Beat eggs, add sorghum, syrup, peanut
butter and lemon juice. Sift in dry in-
gredients, and beat well. Drop on un-
greased cookie sheet, one inch apart.
Bake in moderate oven.—Extension Di-
vision, Kansas Agricultural College.

Baked Onions

Boil small onions until tender. Drain,
and put them in a baking pan. Season
with butter and cream, and sprinkle
with bread crumbs. Brown in the oven.

"I believe in investing some money in
one's home instead of saving it all," said
an earnest little woman. "When we
build, I want a large pleasant sitting
room, so that we can have room to en-
ertain young people. Then I want a
good sized dining room and a convenient
kitchen. It is not going to be long until
our little boys will want company, and
I would rather have them bring their
friends home than to go away for com-
panionship. I believe a part of our
money spent in that way will do the
children more good than if we kept it
all for them. And I realize, too, that
the better the class of people we bring
into our home, the better will be the
class of girls they will know as they
grow into manhood and begin to think
of marriage."

Plain food for the stomach, vigorous
exercise for the muscles, pure air for
the lungs, sound sleep for the nerves,
good cheer for the liver, great thoughts
for the head, holy aspirations for the
heart, kind deeds for neighbors, and
pure love for God—these things make
life worth living and heaven sure of win-
ning.—Physical Culture Magazine.

If you are having a new sink or stove
or table installed in your kitchen, insist
that it be of convenient height for you.
If the heights of working surfaces now
in your kitchen are too low, as they
often are, it will pay you to have them
adjusted. Thirty inches—a very com-
mon height for a sink or table—is a
back-breaking height for a tall woman.

FASHION DEPARTMENT

Price of All Patterns, 10 Cents



No. 2672—Ladies' Apron: cut in four
pieces—small, 32-34; medium, 36-38;
large, 40-42; and extra large, 44-46 inches
bust measure. Size medium requires four yards
of 36-inch material. No. 2662—Child's Night
gown: Cut in six sizes—2, 4, 6, 8, 10
and 12 years. Size 6 will require 3 1/2 yards
of 36-inch material. No. 3006—Ladies' House
Dress: Cut in seven sizes—34, 36, 38, 40,

42, 44 and 46 inches bust measure. Size 38
requires 6 1/2 yards of 36-inch material.
Width of skirt at lower edge is about 1 1/2
yards. No. 3031—Child's Dress: Cut in four
sizes—2, 4, 6 and 8 years. Size 4 will re-
quire three yards of 27-inch material.



No. 2971—An Attractive Negligee: Cut
in four sizes—small, 32-34; medium, 36-38;
large, 40-42; and extra large, 44-46 inches
bust measure. Size medium requires 5 1/2
yards of 44-inch material. No. 2972—A
Smart Little Frock: Cut in four sizes—2,
4, 6 and 8 years. Size 4 requires 2 1/2 yards
of 27-inch material. No. 2623—A Cool,
Practical and Comfortable Apron: Cut in
four sizes—small, 32-34; medium, 36-38;
large, 40-42; and extra large, 44-46 inches
bust measure. The medium size requires
four yards of 36-inch material. No. 2645—
Child's Play Dress: Cut in five sizes—1, 2,
3, 4 and 5 years. Size 4 will require 2 1/2
yards of 36-inch material.

PATTERN NOTES

In ideal sleeping garment for the lit-
tle boy or girl in cold weather is the
one illustrated. Cambric, crepe, flannel
or flannelette may be used. The leg por-
tions may be gathered, or finished loose
at the lower edge. If the long sleeve
seems too warm or uncomfortable, the
shorter sleeve will be just right. This
style is made with a fall back. The
garment closes at the center front.

A very pretty frock for tiny girls is
No. 3031. The fullness of the dress
below the yoke may be smocked or
shirred. The sleeve could be finished
without the trimming cuff, as the pat-
tern provides a band cuff. Gingham,
seersucker, lawn, repp, poplin, batiste,
dimity, also gabardine, voile and silk.

No. 2672 is another simple, easy-to-
make and easy-to-wear apron, with
nothing cumbersome or uncomfortable
about it, and No. 3006 is a dainty de-
sign for a house dress. For this, linen,
gingham, seersucker, drill, lawn, dimity,
serge or gabardine could be used. The
sleeve may be finished in wrist or elbow
length.

An attractive and comfortable negli-
gee or kimono for one's room or for a
convalescent is No. 2971. Cotton or silk
crepe, crepe de chine, lawn, and dimity,
are suitable materials, or for winter
flannel or flannelette, eiderdown, or
blanketings will afford the necessary
warmth.

A good style feature of the apron
shown is the belt with pockets attached.
Gingham, chambray, galatea, flannel-
ette or drill would be suitable for the
child's play dress, No. 2645. The bloom-
ers are joined to a waist with wrist
length or elbow sleeves.

Conserve your health. It is your most
precious possession. Don't wear out the
sinews of your body doing heavy work
to save the expenditure of a few dollars
for a labor-saving device. You have only
one body to wear out. When your youth
is gone, you can never get it back. If
your health is lost, the few dollars you
have saved must go in quest of it, tak-
ing others with them.

Dainty silk covered dress shields in
white or flesh color may be purchased
to wear with a thin waist. These can
hardly be detected if worn over a silk
camisole of the same color.

Classified Advertising

Advertising "bargain counter." Thousands of people have surplus items of stock
for sale—limited in amount or numbers hardly enough to justify extensive display
advertising. Thousands of other people want to buy these same things. These
intending buyers read the classified "ads"—looking for bargains. Your advertisement
here reaches over 60,000 farmers for 5 cents a word per week. No "ad" taken for
less than 60 cents. All "ads" set in uniform style, no display. Initials and numbers
count as words. Address counted. Terms, always cash with order.
SITUATIONS WANTED ads, up to 25 words, including address, will be inserted
free of charge for two weeks, for bona fide seekers of employment on farms.

AGENTS WANTED

AGENTS—MAKE A DOLLAR AN HOUR.
Sell Mendota's patent patch for instantly
mending leaks in all utensils. Sample pack-
age free. Collette Manufacturing Co., Dept.
103, Amsterdam, N. Y.

AGENTS MAKING \$200 WEEKLY: EV-
eryone wants it. Formulas for 200 bever-
ages to be made at home. Book form. Send
\$1 for copy and territory proposition. Act
quickly. Buyers' Export Agency, 487 Broad-
way, New York.

MISCELLANEOUS.

FOR SALE—WHITE MICE, THOROUGH-
bred, \$2 a pair. Merle Hatch, Lebanon,
Kansas.

WANTED—WORK ON AN UP-TO-DATE
farm. Have had experience on dairy, stock
and grain farm. Can start work December
25. Address Firth Jones, Miltonvale, Kan.

WRITE FOR SOUVENIR GIVING PHO-
tos and plans of Sioux City's new \$4,000,000
Alfalfa and Cereal Milling Company's plant,
no cost to you. Alfalfa and Cereal Milling
Company, Exchange Bldg., Sioux City, Iowa.

REAL ESTATE.

FOR SALE—GOOD DAIRY FARM, 154
acres close in. G. W. Savage, Winfield,
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WALLACE COUNTY, KANSAS, CAN
show the best soil, water and grass, crops
of corn, maize, kafir, wheat, barley and
alfalfa. Live agents, bring or send your
men. \$18.00 to \$45.00 per acre. Thomas
& Thomas Land Co., Sharon Springs, Kan.

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Lane County, three miles good town; 230
acres wheat large enough to pasture; alf-
alfa; good improvements. Only \$30 acre.
Write for list and Kansas map. Mansfield
Investment & Realty Co., Healy, Kansas.

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bargains in low priced farms with comfort-
able buildings, offered at startling prices
for quick sale. We have scores of prop-
erties that will please you and make you a
good investment. Large collection of farm
bargains listed in our large farm bulletin.
Write Stuart Land Company, DeQueen, Ark.

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FOR SALE—CAR LOAD CHOICE REG-
istered Holstein-Friesian two and three-
year-old heifers at a bargain. Some heavy
springers. Ezra E. Beard, Derby, Kansas.

REGISTERED HOLSTEIN BULL, READY
for service. Two of his dams averaged 105
pounds milk one day, 40.67 butter seven
days; four averaged 37.52 pounds officially.
\$200. Wisconsin Live Stock Association,
Appleton, Wisconsin.

PRACTICALLY PURE-BRED HOLSTEIN
calves, either sex, beautifully marked, six
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Place, Whitewater, Wis.

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This will open for immediate settlement and
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wheat and stock farming section of Ochiltree
and Hansford counties in Northwest Texas
near Oklahoma state line, where the first crop
has in a number of cases paid for the land,
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low cost. Land is of a prairie character
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during growing season. Write for free illus-
trated folder, giving experience and results
settlers have secured in short time on small
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change, Chicago, Ill.

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\$30. Bert W. Hopper, Rocky Ford, Colo.

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sidy, Missouri.

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Satisfaction guaranteed. Prices reasonable.
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pigeons, \$1. Turkeys, ducks, geese wanted,
coops loaned free. The Copes, Topeka.

THE STRAY LIST.

TAKEN UP—BY A. W. TRAVIS, WHOSE
residence is 721 Pottawatomie Avenue, Man-
hattan, Riley County, Kansas, on the 3d
day of May, 1919, one Shorthorn cow with
horns, color red, size medium, brand slight
cut or notch in right ear. Appraised at
\$60.00. W. R. Yenawine, County Clerk.

TAKEN UP—BY AUGUST WEGE, OF
Westmoreland, Pottawatomie Township,
Pottawatomie County, Kansas, on the 3d
day of May, 1919, one yearling heifer, light
red, V-shaped notch or possible wire mark
in right ear; also one yearling heifer, red
with white spots. J. B. Claywell, County
Clerk.

HILL



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EVERWEAR DOUBLE TREAD TIRES are made doubly durable by our secret reconstructed process used in the manufacturing, and have double the amount of fabric of ordinary tires, which make them practically puncture proof, and rarely any blowouts. Many users of EVERWEAR TIRES get 5,000 to 10,000 miles of service. Look these prices over and order while stock is complete.

Size	Tires	Tubes
30x3	\$ 5.50	\$2.00
30x3 1/2	6.50	2.25
32x3 1/2 S. S. Only	7.50	2.50
32x4	8.50	2.75
32x4 1/2	8.75	3.00
34x4	9.00	3.10
34x4 1/2	9.25	3.25
34x4 3/4	10.75	3.75
35x4 1/2	11.00	3.90
36x4 1/2	11.50	4.00
37x5	12.75	5.00

REMISS FREE WITH EVERY TIRE
Your first trial makes you a customer as long as you drive a car. When ordering, state whether you want a straight side or clincher; plain or non-skid tire. Send \$2.00 deposit for each tire, and \$1.00 for each tube ordered. Balance, C. O. D., subject to examination. We allow a special discount of 5 per cent if you send full amount with order.
EVERWEAR TIRE & RUBBER CO., Inc.
Dept. 41 3935 Washington Blvd. Chicago, Ill.
Reference: Madison & Kedzie State Bank.

The home curing of pork is a good practice and should be more extensively adopted.

Choice ham and breakfast bacon can be produced by the farmer for much less than the cost of purchased meat.

HELPFUL POULTRY HINTS

Practical Ideas on How to Fill the Egg Basket and Increase Profits

Pullets should be placed in winter quarters at once, for if they are allowed to roost around on fences and in buildings where there is a draft, they are very likely to contract colds and these colds usually develop into roup. The fall rains, with the damp, chilly weather, are very harmful to the birds if they do not have access to a dry, well ventilated house.

Origin of Scratching-Shed

In my boyhood days there were two extremes in "housing" poultry. One was to allow them to roost outdoors all night, on trees, shed roofs, machinery, wagons, etc., exposed to high winds, driving rains, or blinding snows, with no protection from biting cold weather. The other extreme was to build a house perfectly air-tight. Both extremes showed bad effect upon the stock; colds and croup were common, and egg production was a "pipedream."

Between the two evils I would rather have the roosting outdoors than crowding in a close house, for in the latter case the fowls sweat at night and chill in the morning, ending in disease.

One day while visiting the late I. K. Felch, he pointed out to me the first scratching shed. It was a crude affair, but it proved to be the nucleus of the present day housing. Step by step Mr. Felch's idea has been improved upon. Acting upon it I built a scratching shed which I thought to be an improvement. Mr. Felch's shed was smaller than his roosting pen. I made both of the same size. A few years later A. F. Hunter still further improved the plan by making the shed larger than the roosting pen. Hens need more room to work in than to sleep in, he argued, and he was right.

But we must give Mr. Felch credit for originating the scratching idea.

Later on came the Tolman house, and I believe I like it best of all. In it the fowls roost in the rear, and the front is always open. Fresh air is readily admitted, but it does not rush on to the fowls. I saw Tolman houses on a farm up near the Canadian line, in which Leghorns were quartered, and the owner said they were a success in every way. No matter what style of house is erected, fresh air must be the first consideration.—MICHAEL K. BOYER, in American Poultry Advocate.

Balanced Ration for Eggs

You can't get out of a thing more than you put into it. This is the way that D. H. Reid, a poultry specialist, sizes up the matter of feeding for egg production.

The hen puts into the egg what she is fed, says Mr. Reid. She dislikes counterfeits and refuses to lay counterfeit eggs. An egg contains the same constituents as corn and wheat but it has a larger percentage of protein than either. Chemists find that eggs are simply water, protein and ash, and that more than one-half the egg is water, less than one-sixth protein, and about one-sixth fat.

The ordinary hen eats about four ounces of feed a day. If she were fed on wheat alone she would receive only enough lime to make one egg every twelve days. On the other hand, she would have enough carbohydrates to make three eggs a day, but as she refuses to vary the quality of her eggs she will lay only as many as she has lime for. So on a wheat diet without oyster shell her egg production will be very low.

However, even if given oyster shell, she would have only enough protein to lay one egg in three days, and her egg production would still be very low. Without the materials she needs to lay an egg, she simply refuses to lay. By adding some high protein feeds, as meat

scrap and oilmeal, her ration can be balanced so that, if she eats four ounces of food, she gets enough protein and limestone with carbohydrates to make an egg at least two days out of three, always providing she has water enough to supply the large percentage necessary to the egg. Even 50 per cent production is considered a paying proposition.

Northeastern New Mexico offers exceptional opportunities for diversified farming. Level lands, productive soil, raising wheat, corn, oats, sorghums, beans, alfalfa, etc. Splendid grazing lands. Healthful, ideal climate, rainfall ample, altitude 5,200 feet. Land prices from \$15 to \$30 per acre. Write for new booklet giving agricultural facts. We are interested only in the development of this section and have no lands for sale. Address Earle G. Reed, Agricultural Agent, Colorado & Southern Railway, Room 310 Railway Exchange Bldg., Denver, Colorado.—[Adv.]

Cull or go Broke

Commercial poultrymen must cull the poor layers or go broke at the game, and all growers must cull or lose money on their flocks. Even the best bred young flocks of the country have about twenty-five per cent of money-losers that must be taken out or lose as much as the good layers make. The experiment stations have developed a method of picking out the non-layers because the need of culling is universal.

Time of moult, yellow color and condition of comb and abdomen, are the signs by which the skilled grower can separate the good from the poor layers, the poultry men were told. Experiment station records show that the hens that were the good layers in September and October are the good layers the rest of the year. The records of the good, poor and medium layers were charted, and the lines of egg production by the groups never crossed. Hence if the owner selects the hens that laid well in these two autumn months he has picked the heavy layers.

The good fall layers molt late and soon complete the molt. Early molters and long-time molters are poor layers.

Non-layers of the yellow skinned breeds have bright yellow beaks, shanks, ear lobes, inner eye rings, and vent. Good layers keep the yellow laid out in the yolks of the eggs laid.

Good layers have a large comb for the



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Start now and ship every skin you handle this season to the greatest fur house in the world, the greatest fur market in the world, Abraham Fur Co., St. Louis.

You are about to start the greatest fur season in the history of the fur trade—you will receive the highest prices for your furs ever known and if you want every dollar coming to you for your shipments, send them to the Abraham Fur Co. We have cleaned out all of our old supply, lock, stock and barrel, and have nothing on hand but money—millions to pay for furs.

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breed, soft, bright red, waxy and wavy. Non layers the reverse.

Good layers have flexible abdomens rather wide and deep, with thin, well spread pelvic bones. The distance between the pelvic bones and back of the bone is wide. At least two fingers should lie between the pelvic bones and three fingers between the pelvic keel bones.

By observing these points you will be able to pick out a good fat hen for your Sunday dinner without getting one that has eggs in her.—JAMES DAYDEN.



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Prices promise to be high this year. We are ready to buy every pelt you take, and pay the spot cash immediately. Over 500,000 trappers regularly ship to Funsten. Correct grading by experts, proper sorting and handling insure you biggest returns. Deal with Funsten, "The World's Largest Fur House."

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Shows pictures of animals in natural colors, drawn by the famous artist, Charles Lindbergh. Also tells best way to trap, and how to handle and ship furs. Free! Write for it today.

SHORTHORN SALE

By the Northwest Kansas
Shorthorn Breeders' Ass'n.

Concordia, Kansas, November 26th, 1919

Eighty head of cattle consigned by members of the Association. Sixty-five females, consisting of fifty cows bred or with calves at foot. Fifteen yearling heifers, fifteen bulls ten to eighteen months old, several of pure Scotch breeding. These cattle are selected for this sale from the well known herds of S. B. Amcoats, Joseph Baxter, and P. L. Borland, Clay Center, Kansas; Wales & Young, R. R. Walker & Son, and L. M. Nofsinger, Osborne, Kansas; Thos. Olson & Son, Lincolnville, Kansas; B. M. Lyons and H. B. Huls, Oak Hill, Kansas; A. A. Tenyson, Lamar, Kansas; E. A. Ostland, Clyde, Kansas; Elmer Goods, Kensington, Kansas; C. H. Williams & Son, Hunter, Kansas; T. L. Caldwell, Glasco, Kansas; Elliott & Lower, Courtland, Kansas; E. E. Booker & Son, Beloit, Kansas; E. A. Campbell, E. A. McKinsey and O. A. McKinsey, Wayne, Kansas; E. A. Cory & Son, Talmo, Kansas; R. B. Dunham and J. B. Sherwood, Talmo, Kansas; A. C. Jewell and J. E. Frazier, Concordia, Kansas; C. W. Taylor, Abilene, Kansas; J. F. Angle, Courtland, Kansas.

We are consigning a lot of useful cattle that will make money. The catalogs give complete pedigrees. They are now ready to mail out. Please send for one and arrange to attend the sale. Write E. A. CORY, Talmo, Kansas, Sale Manager.

The Commercial Club at Concordia, Kansas, will tender a banquet the evening of November 25. All are invited to attend.



TONGANOXIE CALF CLUB AND CONSIGNMENT HOLSTEIN SALE

Tonganoxie, Kansas, Friday
and Saturday, Nov. 14 and 15

Tonganoxie is located 30 miles northwest of Kansas City on the Kansas City Northwestern Railroad, 16 miles southwest of Leavenworth and 13 miles northeast of Lawrence.

NOVEMBER 14—THE TONGANOXIE CALF CLUB will sell 60 choice individuals, in splendid condition. They are long two-year-olds, all fresh or to freshen soon. The majority of them bred to bulls of the most popular breeding whose dams are 20 and 30-pound cows.

NOVEMBER 15—W. J. O'BRIEN AND OTHER CONSIGNORS will sell 75 choice young cows and heifers. This offering includes 30 fresh cows and springers and 10 fresh two-year-old heifers. Also 15 two-year-old heifers bred to A. R. O. bulls. Also 20 yearling heifers. These cattle are choice individuals and good producers. All cattle six months old and over tuberculin tested. For full information and catalogs address

W. J. O'BRIEN, SALES MANAGER, TONGANOXIE, KAS.



Poison Pocket Gophers Now

Poisoning is the most practical and successful way to combat pocket gophers. This has been fully proven by careful experimental work at our agricultural college. It has also been found that the best time to poison them is during the fall after the first heavy frost and before the ground freezes. At this time the gophers are storing up food for the winter and take the bait more readily than at any other time.

The Kansas Agricultural College has formulated a poisoned oats bait which has proven very successful and they will furnish it at cost to parties wishing to use it. By buying all the ingredients at wholesale it is possible to make the bait cheaper than it could be prepared in small quantities by individuals. However, the formula will be furnished to anyone who desires it.

In poisoning the gopher the best method is to find the runs around the mounds by means of a probe. A wagon rod can be used to good advantage. When the run is found, the probe can be felt to break through. This small hole should then be enlarged by thrusting a broom handle into it. Do not thrust the large probe far enough to make a hole in the bottom of the runway, as the bait would fall into this

and not be found by the gopher. After the hole has been enlarged in this way, pour a teaspoonful of the poisoned oats into the hole and close it by a clod or wad of grass. A single pocket gopher may throw up several mounds above its many-branched runway, and each system should be baited in at least two places.

The best time to distribute the poison is when the ground is in good condition for plowing. After a field has been gone over, level all the mounds. Watch for new mounds of individuals missed the first time and put out fresh bait. It may be necessary to trap a few old "wise" gophers who refuse to take the bait. To get the best results, encourage your neighbors to free their fields of gophers, which if allowed to remain would be a constant source of reinfestation.

The poisoned oats are put up in the following-sized packages, which will be expressed collect: Two quarts, 60 cents; four quarts, 90 cents; eight quarts, \$1.70; sixteen quarts, \$3.25; and thirty-two quarts, \$6.40. Each quart will make about fifty baits.

For prompt service send orders with a remittance to Frederick L. Hisaw, Zoology Department, Kansas State Agricultural College, Manhattan, Kansas.

Advantages of Fall Freshening

Dairying is a year round job, in fact one of its claims as a profitable industry is the fact that it furnishes profitable employment in winter as well as in the summer. On a farm where dairying is the principal live stock project it is an advantage to have the heavy end of the dairy work come during the winter season. Labor is always a problem on a dairy farm and during the crop season it frequently happens that the field work is so pressing that there is little time left for milking and caring for cows. To make the heavy end of the dairy work come during the winter season it is necessary to plan for fall freshening cows. There are a number of advantages in having fall calves on a dairy farm or a farm where milking cows is a part of the business. These might be enumerated as follows:

A cow that freshens in the fall will produce about twenty per cent more milk during the year than one that calves in the spring.

Dairy products bring about a third more money in winter than in spring.

Winter dairying allows of more and cheaper labor after the field work is done.

Winter dairying avoids flies that cut

down the milk flow and bother the milk-fed calves.

Calves dropped in the fall will do well under good winter care and when spring arrives they are ready for pasture with the other young cattle.

Avoid mating too early in the fall. Wait until December and January.

The breeding of animals plays an important part in producing a carcass of high quality.

FARM AND HERD.

A. G. Van Horn, of the Collins Farm Company, Sabetha, Kansas, reports their Holstein herd making a fine record. The Collins Farm herd is now numbered with the great producing Holstein herds now assembled. Their herd sire, Vanderkamp Segls Pontiac, is one of the great sires now in service. His dam is one of the few cows in the world with a record of over thirty pounds of butter in four consecutive lactation periods, and twenty-three of his nearest dams average over twenty-seven pounds of butter in seven days. A feature of the herd at this time is the fine lot of young stock sired by this bull.

F. S. Kirk, sales manager, has announced two Shorthorn sales to be held during the week of January 26 at the National Live Stock Exposition & Horse Show, Wichita, Kansas. The first sale will be the Kansas National Purple Ribbon sale. Every animal entered in this sale must be in high class show condition and entries have been made from the best herds in the state. This sale will be followed by the Kansas National Shorthorn Breeders' Sale and a strictly high class lot of Shorthorns will be offered in this sale.

HOLSTEIN CATTLE.

HOLSTEINS!

We are offering a choice selection of both registered and high-grade spring cows and heifers. Also pure-bred bulls and young females. All reasonably priced. Also two high class registered yearling Ayrshire bulls at a bargain. Come and see them or write.

T. R. Maurer & Co.

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Persistence in Production

Is one of the most desirable qualities a dairy animal can have. Vanderkamp Segis Pontiac is our herd sire. His dam is one of less than twenty cows in the world to produce over thirty pounds of butter in four consecutive lactation periods. Twenty-three of his nearest dams average over twenty-seven pounds of butter in seven days. We have several young bulls to offer, sired by this remarkable bull. Prices, \$100 and up.

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Six to eight weeks old, nicely marked and excellent individuals, from registered sires and choice heavy milking cows, \$30 each. We pay express.

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Looking for a bull? I can generally offer you choice of half a dozen, by two different sires. That saves time and travel.

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HOLSTEIN BULLS

For Sale—Six Choice Bulls, six months to yearlings, one out of a 25-pound cow and one from 21-pound cow, one from 17-pound two-year-old, priced to sell. Come and see them. Also a few registered Duroc gilts priced right. Ben Schneider, Nortonville, Kan.

BUTTER-BRED HOLSTEINS

Three choice registered Holstein bulls, ready for light service, and some bred heifers to a 32-pound sire.

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DON'T PAY FOR YOUR DUROC BOAR

Until you see him. Crocker ships you a big Duroc boar this way. A written guarantee that he is immune and a breeder goes with the pedigree. They are priced right.

F. C. Crocker

BOX K FILLIEY, NEBRASKA

For Sale—Fifteen Spring Boars

And one Fall Yearling of the best of breeding, priced to sell. Satisfaction guaranteed. Louis McCollam, Kincaid, Kan.

PETFORD'S DUROCS

FOR SALE—Fifty spring pigs by the grand champion Model Ally, Illustration Orion 3d and General Pathfinder, out of my best herd sows. These boars are good and priced to sell. Send for catalog. Bred sow sale February 14.

JOHN W. PETFORD, Saffordville, Kansas

REPROGUE'S DUROCS

I have a few good spring boars from \$40 to \$60 if taken soon. These boars are sired by John's Combination 2nd 238229 and B. C. Colonel 231657, and out of good sows. These boars are immunized against cholera by the double treatment and I'll guarantee satisfaction. S. B. REPROGUE, Cottonwood Falls, Kan.

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Registered Hampshire Hogs—Sows and Spring Gilts, bred or open. Choice spring boars. Double treated. Geo. W. Elia, Valley Falls, Kansas

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A show bull—a breeding bull—guaranteed to please you or your money back—\$250. A younger bull, few cows and heifers will be sold at your own prices. Tuberculin tested. Write.

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REGISTERED JERSEY BULLS, few old enough for service from Eminent Flying Fox dams, sired by Idalia's Raleigh, a son of the great Queen's Raleigh. Write for prices.

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200 Head of Registered Red Polled Cattle. A number of choice one and two-year-old bulls and heifers from one to three years old.

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Poland China Boars

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Hill & King

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POLAND CHINA BOARS AND GILTS

10 spring boars, 15 spring gilts, priced \$35 to \$50. First check gets choice. Satisfaction guaranteed or money back.

Willis R. Coleman,

Route 5, Lawrence, Kansas.

Barnsdale Polands

For Sale—Poland China gilts bred to Wonder Price and Jumbo Uhlman. Also a few choice spring boars, priced reasonable. Write or come and see my herd.

R. L. Barnes, Grenola, Kansas

DEMING RANCH

POLANDS

The blood that breeds on hogs that make good. Strong in the blood of Big Bob Jumbo. For sale, a lot of early boars. Come and see us.

Deming Ranch, Oswego, Kan.

H. O. Sheldon, Herd Manager

25 POLAND CHINA BOARS

A splendid lot of spring boars at farmers' prices, sired by Giant Bob, Wonder Timm and Big Buster, priced to move them quickly. First check or draft for \$50 gets choice.

ADAMS & MASON - GYPSUM, KANSAS

MYERS' POLAND CHINAS

Large spring pigs in pairs or trios, priced to sell. Write your wants. Annual fall sale October 14.

H. E. MYERS - GARDNER, KANSAS

POLAND CHINA BOARS

Sired by Buster Price out of King Joe's Lady 4th. Herd prospects. Come and see my herd.

H. O. MOTT, - WHITE CITY, KAN.

PIONEER HERD POLANDS

Black Buster and Columbus Wonder at Head of Our Herd. Two great sons of Giant Buster and Big Bob Wonder. For sale, a few choice gilts bred for September litters. Annual bred sow sale February 12, 1920.

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My stallions have been again awarded premier honors at the State Fairs.

Show horses and real herd-headers for sale. FRED CHANDLER, Rte. 7, Chariton, Iowa. Above Kansas City.

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GUERNSEY BULL

For Sale—Registered Guernsey Bull Calf, age four months, whose dam has a creditable A. R. record and granddam of calf holds second place in Class D, 818 pounds fat.

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Kansas Shorthorn Breeders' Association

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Wichita, Kans.

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For Sale—A few young bulls and a few choice spring boars and gilts. We hold February bred sow sale and annual Shorthorn sale in June, 1920. Write us your wants.

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Bulls, Scotch and Scotch topped, six to 18 months, for sale. Reds and roans. Can ship over Rock Island, Santa Fe, Missouri Pacific and Union Pacific.

C. W. TAYLOR, ABILENE, KANS.
DICKINSON COUNTY.

SHORTHORN CATTLE

Herd Bull, Sultan Seal.

175 in herd, Scotch and Scotch-topped. For Sale—Ten choice bulls, yearlings to 18 months. A few choice heifers and bred cows, priced reasonable. Come and see our herd.

Barrett & Land

Overbrook - Osage County - Kansas

SHORTHORN CATTLE.

Herd Bull, Nell's Goods by Silk Goods by Choice Goods. For Sale—A few young bulls, reds and roans. Come and see my herd.

FRANK GRAGG - DENISON, KANSAS

Snowdon Herd Shorthorns

For Sale—One herd bull and eight young bulls. Reds and roans. Priced reasonable. Write or come.

D. N. PRICE - BAILEYVILLE, KANSAS

SCOTCHSHORTHORNBULLS

FOR SALE.

Lavender King and Red Stamp

IN SERVICE.

HARRY T. FORBES, R. 8, Topeka, Kansas

SHORTHORN CATTLE

For Sale—Ten bulls, serviceable age. Twenty females from heifers and mature cows with calves at foot. Priced reasonable. Come and see me.

J. R. ELY - - - MARION, KANSAS

ALL SCOTCH SHORTHORNS

Herd headed by Walnut Type, a grand son of White Hall Sultan, and Silver Plate, a son of Imp. Bapton Corporal. A few young bulls for sale. Robert Russell, Muscotah, Ks.

HICKORY POINT FARM SHORTHORNS

Herd bull, Oxford Prince No. 756979. For Sale—A few young bulls. Come and see me.

JOHN W. SHERWOOD, Dunavant, Kansas
Jefferson County

SHORTHORNS FOR SALE

My herd bull, White Goods Model, and 12 of his get, whites and roans, ages 8 to 18 months. H. W. ESTES, Sitka, Kansas.

SHORTHORN CATTLE

For Sale—Five young Scotch bulls and ten head of females, bred or calves at foot.

H. H. HOLMES, R. F. D. 28, Topeka, Kan.

MARKS LODGE

Shorthorn Cattle. Reds Exclusively. Fifty cows and calves—Lancaster, Diamond and Scotchman dams. Clipper Dale 652041 and Butterfly Lad 448517, herd bulls. A few Diamond bull calves and tried cows for sale at this time. Milk and beef prospects. M. F. MARKS, Valley Falls, Kansas.

SHORTHORN BULLS

For Sale—Six Pure Scotch Bulls. Four are sired by Prince Valentine 4th, one Queen Beauty, two Butterflies, one Cumberland, one tracing to Lady Susan. The dams of these bulls are all on my farm, also three Scotch-topped bulls 10 to 15 months old. Come and see our herd.

A. L. & D. HARRIS, OSAGE CITY, KANSAS

SHROPSHIRE SHEEP

Black-faced big, hardy bucks, lively rustlers, and right ready for business. Registered Shropshires. Crated or in car-lots. Everyday prices.

HOWARD CHANDLER, Chariton, Iowa.

SHROPSHIRE SHEEP

Twenty pure bred unregistered Shropshire rams for sale.

K. HAGUE PEABODY, KANSAS.

Registered Shropshire Rams

Two-year-old rams, \$45; yearlings, \$40; lambs, \$35. All choice stock, no culls.

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BREEDERS' DIRECTORY

ANGUS CATTLE.

Geo. Dietrich, Carbondale, Kansas.
RED POLLED CATTLE
Mahlon Groenmille, Pomona, Kansas.

When writing to KANSAS FARMER live stock advertisers, please mention this paper.

WANT SHORTHORNS THAT COMBINE BEEF AND MILK



We receive many inquiries for Shorthorns that combine beef and milk. We urge that all who are hand-milking Shorthorn cows join the Milking Shorthorn Cattle Club of America, J. L. Torrey, Secretary, 13 Dexter Park Avenue, Chicago. Grass-fat Shorthorn steers have topped the Chicago market. In the Record of Merit there are listed \$30 Shorthorn cows of all ages whose records average over 8,000 pounds of milk annually. Send for literature.

AMERICAN SHORTHORN BREEDERS' ASS'N
13 Dexter Park Avenue Chicago, Illinois

FARM AND HERD NEWS NOTES

G. C. Wheeler, Live Stock Editor
W. J. Cody, Manager Stock Advertising
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Address All Communications to
Kansas Farmer, and Not to
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Personal mail may have to be held
for several days, or be delayed in
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CLAIM SALE DATES.

Herefords.

Feb. 9—W. T. Homan & Son, Ness City,
Kan. Sale at Kansas City, Mo.

Shorthorns.

Nov. 13—Northeast Kansas Shorthorn Association sale at Hiawatha, Kan.

Nov. 13—D. L. Dawdy, Arrington, Kan.; sale at Hiawatha.

Nov. 26—North Kansas Shorthorn sale, Concordia, Kan.

Nov. 26—Northwestern Kansas Shorthorn sale at Concordia, Kan. E. A. Cory, Talmo, Kan., sale manager.

Dec. 12—W. A. Forsythe & Sons, Pleasant Hill, Mo.

Jan. 26—During week of Kansas National Live Stock Exposition and Horse Show, Wichita, Kan.; Kansas National Purple Ribbon Sale. Kansas National Shorthorn Breeders' Sale. F. S. Kirk, Manager.

Polled Shorthorns.

Nov. 11—J. E. Baxter, Clay Center, Kan.

Holsteins.

Nov. 14—Holstein Calf Club Sale, Tonganoxie, Kan. W. J. O'Brien, manager.

Nov. 15—Breeders' Holstein Sale, Tonganoxie, Kan. W. J. O'Brien, manager.

Poland Chinas.

Nov. 6—Bruce Hunter, Lyons, Kan.

Jan. 21—H. B. Walter & Son, Effingham, Kan.

Feb. 11—Ross & Vincent, Sterling, Kan.

Feb. 25—Clarence Dean, Weston, Mo. Sale at Dearborn.

Durocs.

Feb. 11—John W. Petford, Saffordville, Kan.

February 20—B. W. Conyers, Marion, Kan.

Jan. 22—Slaco & Doerschlag, Topeka, Kan.

Feb. 24—Gordon & Hamilton, Horton, Kan.

Feb. 25—Kempin Bros., Corning, Kan.

Chester Whites.

Feb. 12—Henry Murr, Tonganoxie, Kan.

Spotted Poland Chinas.

Feb. 14—W. Sonnenmoser, Weston, Mo.

Nov. 28—George G. Eakin & Son, Delta, Kan.

The public sale of Spotted Poland Chinas advertised by George G. Eakin & Son of Delta, Kansas, for October 29, has been postponed to November 28. On that date Eakin & Son will offer sixty head of Spotted Poland Chinas that will be one of the good offerings of that breed that will go through the sale ring this year and it will be about the last chance to buy Spotted Poland Chinas at public auction this fall.

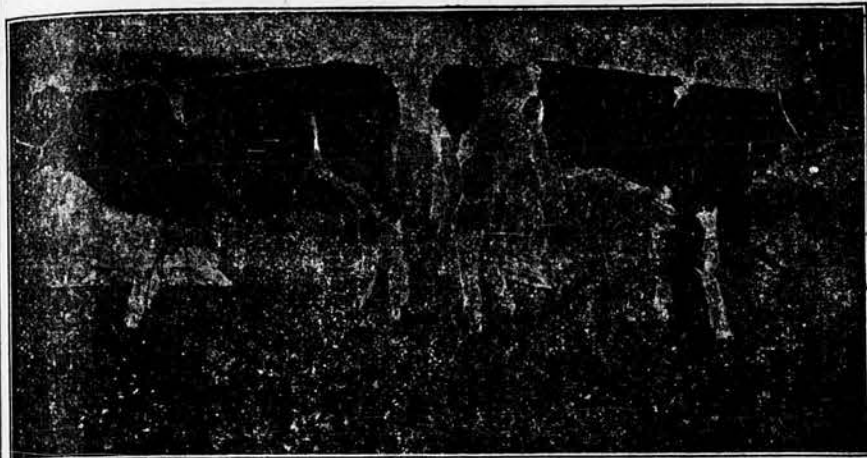
Shunga Valley Holstein herd, owned by Ira Romig & Sons, of Topeka, was recently reinforced by a bunch of five heifers from the Braeburn herd owned by H. B. Cowles, also of Topeka—four heifers running to King Segis through Walker Copia King of 101262, and one heifer running to King Pontiac through Pieterle King Pontiac 181074, and individually just about the best bunch that ever left Braeburn Farm. Moreover, the older ones are about to drop calves by Count College Cornucopia 190692, the College Belle Wayne-Aggle, Cornucopia Pauline bull, now senior herd bull at Braeburn.

The Northwest Kansas Breeders' Association has announced a sale of eighty head of Shorthorn cattle on November 26. The offering is consigned by twenty-seven members of the association and the cattle are a useful lot that promise to be profitable to anyone that will give them care and feed. Sixty-five large useful cows spring calves at foot or bred for early spring calves, fifteen yearling heifers, and fifteen young bulls.

HOLSTEIN SALE

LEAVENWORTH COUNTY CALF CLUB AND
CONSIGNMENT SERIES

Linwood, Kans., Thurs., Nov. 13



Twenty-five miles west of Kansas City, main line Union Pacific and Kaw Valley Electric Line between Kansas City and Lawrence. Cars every hour.

The Linwood Calf Club will sell 35 head of choice yearling and two-year-old heifers. This is a select lot, both individually and in breeding. These heifers are sired by bulls with high record dams, many over 30 pounds and bred to bulls equally good. A few are fresh and their calves sell.

T. N. BECKEY, LINWOOD, will disperse his entire herd, a small herd including a few choice young cows and springing heifers.

A. S. NEALE, MANHATTAN, KANSAS, consigns 30 head consisting of several well bred young cows, fresh and springers, also a line of choice heifers bred to his 30 and 40-pound herd sires. This offering will also include a number of splendid heifers and calves of the best lines of breeding. For further information, catalogs, etc., address

A. S. NEALE, SALES MANAGER, MANHATTAN, KAN.

Farm at Auction NOVEMBER 14, 1919

**220-ACRE FARM, ONE MILE FROM LANE, KANSAS
ON THE MAIN OIL BELT ROAD**

Good seven-room house, good concrete cellar, outbuildings; two large barns; three wells good water; all fenced and cross-fenced, hog-tight; 25 acres alfalfa, 100 acres that will grow alfalfa. A fine laying farm. One mile to churches and high school. A black loam soil, good producing farm, will carry large loan at long time, 6 per cent interest.

Will also sell at auction twenty-five Grade Holstein cows and heifers, ten head of steers, two bulls, two Belgian stallions, three work horses, one mule, one jack, one jennet with colt at side; eighty-five head high grade Shropshire sheep, two bucks, ten head registered O. I. C. hogs, thirty head registered Durocs.

JOE NOLAN, Owner, PAOLA, KANSAS

SALE STARTS PROMPTLY AT 1 P. M.

AUCTIONEER—H. M. JUSTICE

Shorthorn Breeders' Combination Sale

At Sale Pavilion, 1 p. m.

Council Grove, Kansas, November 12th

FIFTY HEAD—35 Females, 15 Bulls

Thirty-five Females, consisting of bred cows, cows with calves at foot and bred again, and open heifers.

Fifteen Bulls—Outstanding herd bulls and herd bull prospects. A good offering of red, white and roan. These cattle will come from the grass without any special fitting and will not carry any heavy flesh. The consignors are Phillips Bros., R. M. Paige, E. H. Hooper, H. C. Anderson, A. L. & D. Harris, T. A. Balentyne, L. E. Macey, W. S. Harvey & Son, Earl Austin and F. G. Houghton.

Write to

F. G. HOUGHTON, DUNLAP, KANSAS

for catalog, and attend this sale.

Auctioneers—Col. H. T. Rule, Lowe & Carson

Kansas Greatest Holstein Sale

November 17, 18, 1919

WICHITA, KANSAS

120 HEAD REGISTERED HOLSTEIN-FRIESIAN CATTLE

Fresh cows, springers, bred heifers, yearlings, heifer calves, and TEN high record bulls ready for service.

Daughters of 36-pound bulls.

Daughters of 30-pound bulls.

More 30-pound breeding than has been offered in a sale in the state.

Bulls from high record sires and dams from 16-pound two-year-olds up to 30-pound cows.

OUTSTANDING FEATURES OF THIS SALE

HEALTH—Every animal over six months of age has been given the tuberculin test.

INDIVIDUALITY—The cattle in this sale have been carefully selected and are exceptionally good individuals and not a blemished animal in the sale.

BLOOD LINES—The very best families in the breed are represented in this offering.

OPPORTUNITY—The consignors are picking the good ones for this sale, not the ones they want to sell, but the ones that will be an advertisement for their herds and their business.

PROTECTION—Each consignor is a member of the State Association and positively stands back of every animal that he sells.

Attend this sale. Write today for catalog to

W. H. MOTT, Association Sale Manager, Herington, Kan.

Auctioneers: Fred S. Ball, El Reno, Okla.; Boyd Newcom, Wichita, Kan.; R. E. Hager, Algonquin, Ill.; J. E. Mack, Ft. Atkinson, Wis.

S. T. Wood, Syracuse, N. Y. (in the box).

Shorthorn Sale

**In New Sale Pavilion
Hiawatha, Kan. Nov. 13**

SIXTY HEAD — FORTY-EIGHT FEMALES

Thirty-three cows all bred to good Scotch herd bulls; twenty-five cows with calves at side; twelve bulls; fifteen open heifers, consigned by the following Shorthorn breeders:

The Glancys, Atchison, Kansas
The Ashcroft Brothers, Atchison, Kansas
J. Q. A. Miller, Muscotah, Kansas
H. E. Huber, Meriden, Kansas

**D. L. DAWDY, Sales Manager
Arrington, Kansas**

Auctioneers

Col. J. C. Price

Scott & Dickerson

Northeast Kansas Shorthorn Breeders will meet and banquet at Hiawatha on the evening of November 12. All are requested to come.



OUR VICTORY MODEL

New in 100 Ways

A New-Class Six

Based on 16 Years' Experience

This new Mitchell is not merely a new model. The aim has not been new attractions, though scores of them are added.

It represents a two-year effort to correct Light Six shortcomings. It is based on many-year experience with tens of thousands of them.

It is built to offer more strength, more endurance, more lasting satisfaction. To reduce your upkeep and your fuel cost. And to give you a Six which keeps its newness both in looks and in performance.

Over 100 Changes

These new standards have involved over 100 changes. It has taken two years to perfect them.

Yet they are not new features largely. Parts are built larger and stronger. New heat treatments and better materials have given added strength.

Much motor wear has been eliminated by smoothness and perfect fit. Also by better balance. We balance crankshafts twice, now, on two new-type machines.

Fuel cost has been reduced. Power that was wasted has been saved. A thermostat is added. The carburetor intake is twice-better heated.

Trouble causers are prevented by many new and radical tests. Also by inspection, carried to extremes.

The body is built extra-staunch. The new grade top will stay new. Interlaced hair maintains the cushion shape.

There is a new-type disc clutch. There is a ball-bearing steering gear which does not tire the driver. There are long cantilever rear springs to give matchless riding comfort. And ample tests have proved these rear springs unbreakable in use.

Compare the New and Old

Compare the new type with the old types. Ask for our catalog which tells all the improvements. Compare our standards with old standards on all essential parts. Compare the outer details.

We have made these changes—these additions because time has proved them necessary. Cars built in lesser ways do not keep their newness.

These are new conditions to consider when you buy a fine car now. Let us help you to a right conclusion.

5-Passenger Touring Car
\$1690 f. o. b. Factory
120-Inch Wheelbase—40 h. p. Motor
3-Passenger Roadster, same price
Also built as Sedan and Coupe
7-Passenger Touring Car
\$1875 f. o. b. Factory
127-Inch Wheelbase—48 h. p. Motor

MITCHELL MOTORS COMPANY, Inc.
Racine, Wisconsin

