

# KANSAS FARMER

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For the improvement of the Farm and Home

Volume 51; Number 1.

TOPEKA, KANSAS, JANUARY 4, 1913.

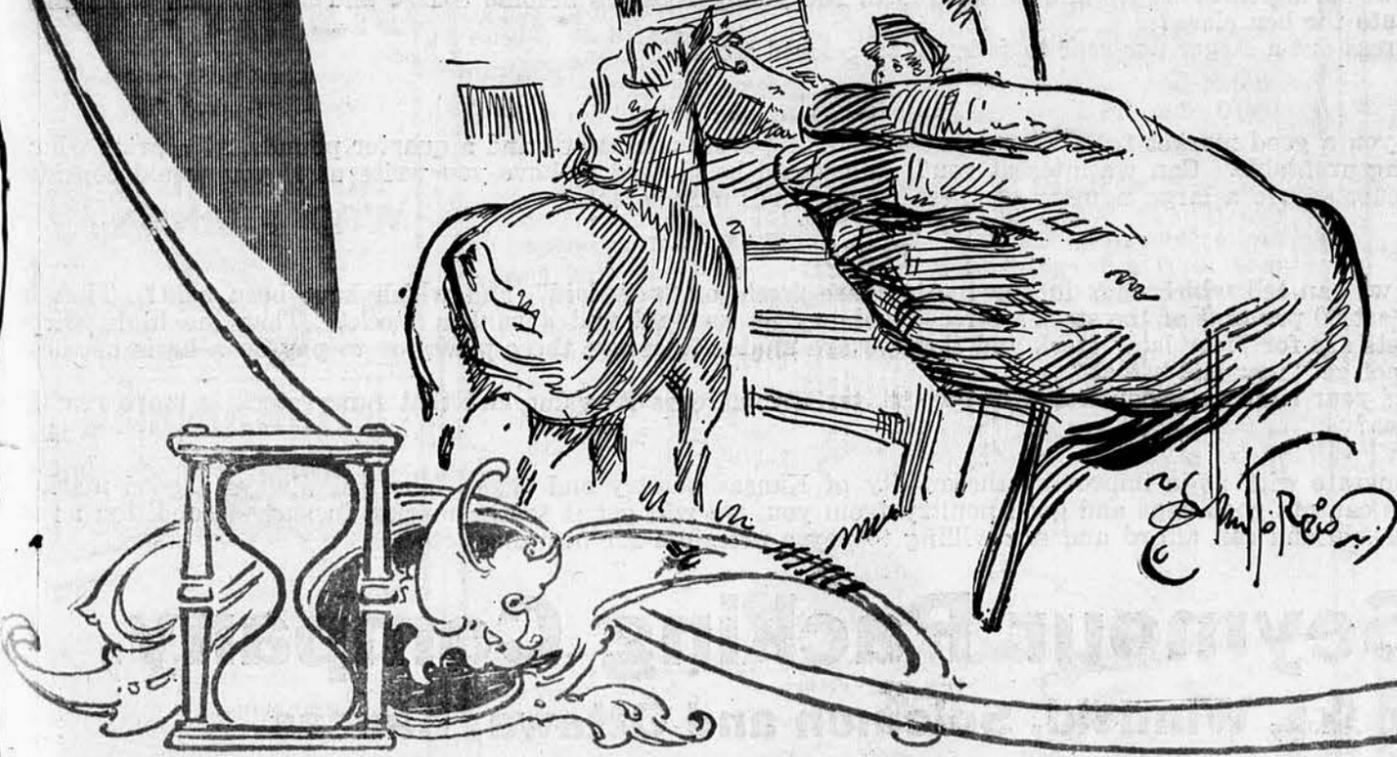
Established 1863. \$1 a Year

1863

1913

50th

Anniversary

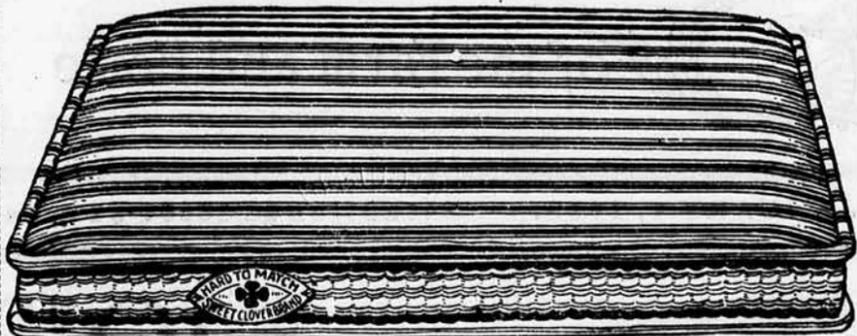


*E. J. P. 1913*



# SWEET CLOVER BRAND

## MATTRESSES



### Our NON-TUFTED

This mattress is different to many other makes. It has a smooth, plain top, there is no place to hold the dust or dirt, it is as soft as a pillow, and conforms to every curve of the body. This mattress is filled with the best grade of cotton that grows. The fibers are so woven that there is no chance for the mattress to become humpy or bumpy. We also make the regular tufted mattresses in all grades, which are equal to any and superior to many. All grades are made in our clean sanitary factory and every mattress bears our guarantee.

These goods may be had from any legitimate furniture dealer. We sell no goods at retail. Ask your dealer to show you these goods and see that it bears the Sweet Clover "Trade Mark," which will insure you you are getting the best. If your dealer does not handle them, write us and we will let you know how you can obtain them. Manufactured and guaranteed by



**THE WM. SHICK MFG. CO.,**  
TOPEKA, KANSAS



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vol.51  
1913

## DAVENPORTS



### The Duo-Fold Davenport

An attractive piece of furniture by day and a full sized bed by night. A great space saver. Occupies only five feet of wall space. Any child can operate it. These frames are made of good hard wood solidly and handsomely constructed and finished any finish. The bed is fitted with the latest up-to-date link fabric; angle iron spring. It makes one of the most comfortable beds to lie on that can be had. You need not hesitate to ask your best friend to sleep on it. Good enough for your mother-in-law.

We also manufacture the Regular Automatic and Uni-fold Bed Davenports, Couches, Lounges, and upholstered furniture of all kinds.

## Do You Consider Your Poultry Crop?

### HENS.

Do you know that hens that weigh under 3½ pounds each are undesirable from a dresser's standpoint, being more expensive to handle and very hard to sell, and that an increase in the weight per bird in your flock will help to increase your market price?

That the market price for hens is usually better after they get through moulting than during the moulting season, owing to the fact that they are fatter and dress out nicer?

That birds with clean legs make fancier dressed stock than those having stockings?

### SPRINGS.

Do you know that a spring chicken will usually bring you just as much money when it weighs two pounds as when it weighs three pounds?

That if you hold your spring chickens too late in the season, the young roosters become coarse and staggy and the pullets become coarse and go into the hen class?

That white birds dress out a larger per cent to fancy than colored stock?

### GUINEAS.

We can guarantee you a good market for young guineas weighing from one to one and a quarter pounds, at a price which would make their raising profitable. Can we interest you? We would be pleased to have you write us if you would consider raising guineas. We must secure a large number of these young birds next season.

### EGGS.

Do you know that we can tell which eggs in our receipts are fresh, or "new laid", and which have been held? That in the fall of the year at least 90 per cent of the stock we receive shows up as held and shrunken stock? That the high prices quoted on the big markets are for "new laid" stock and that we are unable to secure these prices or to pay on a basis of these markets because we do not get "new laid" stock?

That proper care of your summer production will very materially increase its value and that fancy stock is more readily salable than under-grades?

We ask you to co-operate with us in improving the quality of Kansas poultry and eggs. There is always a good market for good stock and if we can get good eggs and good poultry from you, we will get it to the market in such a condition as to command the highest prices, and can afford and are willing to pay a premium for first class stock.

**The Seymour Packing Company,**  
Topeka, Winfield, Solomon and Ottawa, Kansas.

**TREATISE**  
on the  
**HORSE—**  
**FREE!**

We offer free this book that tells you about many of the diseases afflicting horses and how to treat them. Call for it at your local druggist's or write us.

**KENDALL'S SPAVIN CURE**

A safe and reliable remedy. It will cure Ringbone, Splint and other bony enlargements. It is also a reliable remedy for Curbs, Sprains, Bruises, Cuts and Lameness. It does the work safely at small expense.

Read what James M. Thompson, Fraser Mills, R. O. writes: "Would you kindly send me one of your horse books? I have a yearling book which I paid \$6.00 for, but I believe I can get more satisfaction out of Kendall's Treatise on the Horse. I gave the book you sent me before to another horse."

And Mr. Wm. Booth, of Gravette, Ark., writes: "Your book is worth \$5.00 if only used as an aid in locating lamenesses. Shoulder lameness is the most difficult for an inexperienced man to locate. It is easy, however, with the help of your book."

Kendall's Spavin Cure is sold at the uniform price of \$1.00 a bottle, or 6 bottles for \$5.00. If you cannot get it at your local druggist, write us.

DR. B. J. KENDALL COMPANY  
Enosburg Falls, Vermont, U. S. A.

**SPECIAL: ORDER BY MAIL**

BESSEMER (WEAR LIKE STEEL), TWO PANTS SUITS FOR BOYS, AGES 6 TO 17.

**\$5**

This wonderful offer only holds good while the suits last. We are testing our mail order dept in Kansas Farmer with an idea of establishing an outside trade.

In order to do this we are offering boys' Norfolk suits and extra knickerbockers to match. This doubles the life of the suit — gives the boy one outfit for Sunday and one for school. You may have your choice of all wool blue serges, gray chevrons, tan mixed cassimeres, each suit made in the English Norfolk style, the suit alone being worth \$8.00, the extra pants \$1.50. Yet we offer you choice of the entire outfit by mail at

**\$5.00**

Extra Pants Free

**Auerbach & Guettel**  
**The Palace**  
CLOTHING CO.

700-711-713 Kansas Ave., Topeka, Kan.

**DAIRYMEN**

Your name on a postal card will bring information about

**THE WONDERFUL GUERNSEY COW**

Write

The American Guernsey Cattle Club  
Box K. F. Peterboro, N. H.

**BLADE HARROW**



PACKS Cultivates Listed Corn  
LEVELS Uncovers Potatoes  
PULVERIZES Slips All Trash  
Kills Volunteer Wheat and Oats.  
Ask for Circular.

THE BLADE HARROW COMPANY,  
Lawrence, Kansas.

When writing advertisers, please mention Kansas Farmer.

**Editorial Announcement**

**W**ITH this issue KANSAS FARMER begins Volume 51. Last week's issue closed Volume 50. From this it will be noted that KANSAS FARMER has concluded the fiftieth year of its existence, and has entered upon its fifty-first year.

In celebration of our fiftieth anniversary we have undertaken in this issue to set forth something of the development of Kansas agriculturally, and incidentally to show something of KANSAS FARMER'S growth. Much valuable material prepared for this issue has been necessarily omitted. Much of this material will appear from time to time in succeeding issues.

Elsewhere is printed a photographic reproduction of the first page of the first KANSAS FARMER. The reproduction is the exact size of the original. Around it is printed such historical data as it has been possible to obtain. To hundreds of long time readers this will recall pleasant recollections and fond memories.

On another page is printed a few of the many letters received from subscribers to whose homes KANSAS FARMER has for many years been a welcome weekly visitor. In many of these letters is much of interest to the newer readers and to whom they should serve as an assurance and an inspiration.

Throughout this issue will be found much which will cause you to reflect on the development of Kansas during the last half century. It is certain that the reader cannot help but feel a thrill of pride in the Kansas of today as compared with the Kansas of yesterday. Not another such state as Kansas has been builded in so few years, and not another state like it will ever be builded. No other state has such people as Kansas. The state has been builded as only such a people could make.

KANSAS FARMER has performed its share in the creation of this exceptional commonwealth. It has directed, and at the same time carried its share of the burden. KANSAS FARMER is proud of the part it has taken with those who have made the Kansas of today.

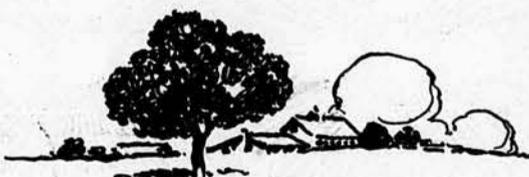
The spirit of KANSAS FARMER has always been optimistic. We have believed in Kansas, always. We have believed in its possibilities and its people. And we still believe.

Ours has not been an exaggerated enthusiasm, but a level-headed labor for the advancement of the farm and farm home. Our aim has always been honest; to give good measure, and to merit the appreciation and compensation due for the work well done. The weekly issues in which are printed the kind words of loyal readers and friends, and in which appear an ever increasing number of advertisers, are proof that the appreciation and compensation have been received.

On this platform and on this record KANSAS FARMER has prospered and expects to continue to prosper. It is a long step from the little six by nine paper of fifty years ago, with no mechanical equipment, and no patronage, to the KANSAS FARMER of today with its complete and extensive publishing and printing plant and with columns filled with absolutely clean and reliable advertising.

KANSAS FARMER'S great plant and excellent organization is maintained for the exclusive publication of only one paper—KANSAS FARMER. The concentration of such effort has only one object—that, the publishing of a real farm paper, which is not only wholesome reading but which contains information upon which its readers can rely and farm by in the future as in the past.

*A. Borman*  
Editor.



**Crane & Co.,**

Topeka, Kansas

Printing, Binding, Engraving, Lithographing, Electrotyping, Stereotyping, Stationery, Office Supplies, Loose-Leaf Devices. :: :: :: ::



**GEO. W. CRANE, President**  
who has been the Manager of this, the Oldest and Best House in this line in this section of the country, since the fall of 1868 (nearly 45 years under the same management).

Complete line of County Supplies in stock.  
Complete line of Township Supplies in stock.  
Complete line of School District Supplies in stock.  
Complete line of City Supplies in stock.  
Complete line of all Kansas Legal Blanks in stock.

An order for a 5c. lead pencil gets the same prompt service as a much larger order.

**SEND FOR OUR CATALOG**

**Raise Calves Without Milk**

Butter fat brings twice as much from the cream buyer as from the beef buyer. Double the profits from your milk production by feeding the calves

**"Big B" Calf Meal**

It is the best milk substitute on the market and costs no more than others.  
100 lbs., \$ 3.25  
500 lbs., \$15.00  
F. O. B. cars, Ft. Scott factory.  
Give It a Trial.

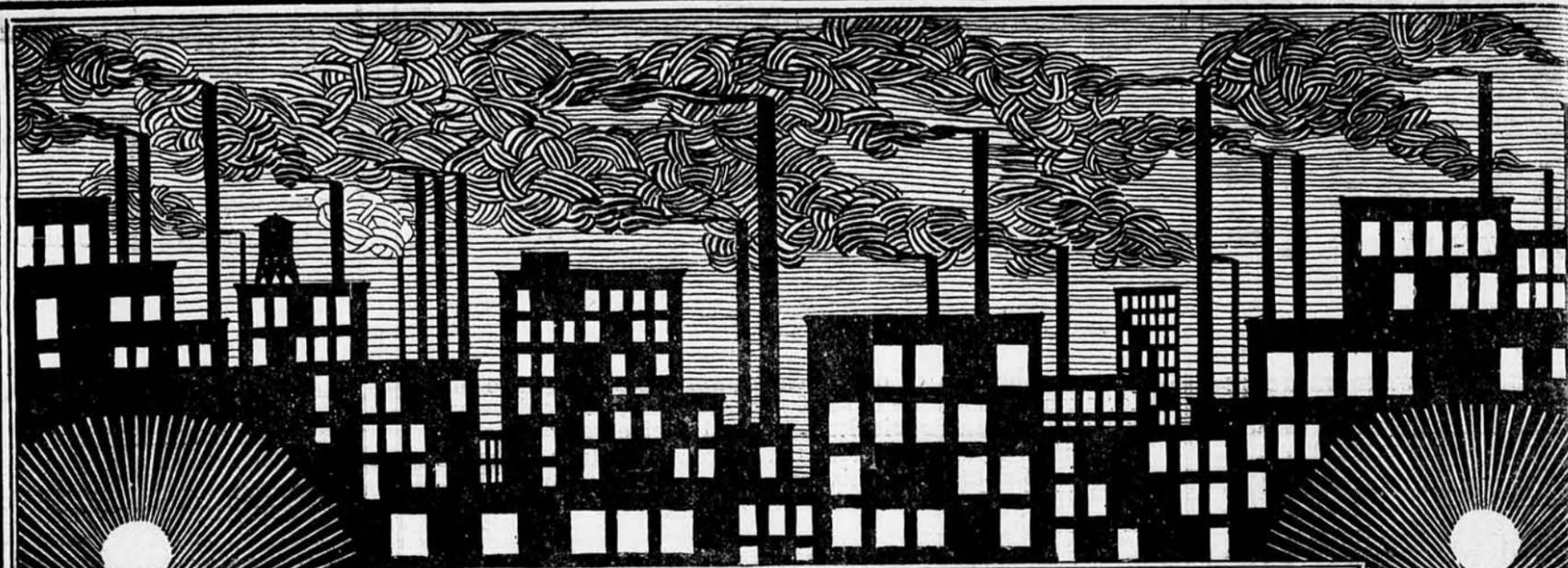


**BROOKS WHOLESALE CO., MFRS.,**  
Ft. Scott, Kansas.

**THE TOPEKA STATE BANK**



Interest on deposits  
Guaranteed under the laws  
of the State of Kansas  
**TOPEKA, KANSAS**



# TOPEKA

THE CITY OF OPPORTUNITY. THE CAPITAL CITY OF KANSAS. POPULATION FIFTY THOUSAND. COMMISSION FORM OF GOVERNMENT. THE COMMERCIAL AND INDUSTRIAL CENTER OF THE STATE

Offers opportunity for the laboring man, the business man, the scholar, the teacher, the doctor, the lawyer, the preacher, the retired man, the man with money and the man with energy and little money or no money at all.

In fact, Topeka is the fulfillment of every wish of the man or woman who is seeking a change of location.

## Agricultural Opportunities

Topeka is in the midst of the richest agricultural section of the West; comparatively cheap lands are to be had which produce corn, wheat, oats, barley, Kafir, cane, alfalfa, clover, timothy, bluegrass and prairie grass in great abundance, making MONEY BARONS out of the farmer in a few years. Poultry, dairying, bees, live stock, fruit raising and truck growing all pay handsomely, and the field is large enough for many more producers.

## Educational Opportunities

Washburn and Bethany Colleges, three large Business Colleges, and a thorough Public School System guarantee every opportunity for a comprehensive education.

## Industrial Opportunities

Topeka, having faith in her right to be the industrial center of the Southwest, has raised a Factory Development fund of Two Hundred and Fifty Thousand Dollars to aid worthy factories to start and build up in Topeka.

Many lines of industries have a right to live here because the people of the Southwest are large consumers and because of our excellent railroad facilities to reach the entire Southwest and West, and to such of these that have real merit and business management and are seeking larger opportunities, Topeka is now ready to get down to "brass tacks" with you and help you locate in the city of opportunities.

Full information about Topeka furnished on application to the secretary of

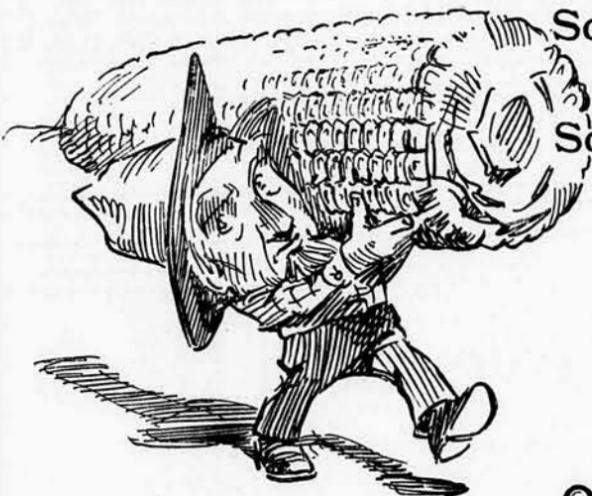
**THE TOPEKA COMMERCIAL CLUB**

# KANSAS FARMER

For the improvement  of the Farm and Home



Sometimes dry and sometimes wet,  
So they say o' Kansas  
Both in laws and weather, yet,  
She's a peach, is Kansas;  
She can stand the rain or drouth,  
Can feel way down in the mouth,  
Then start things a goin' South,  
Anytime, can Kansas.



Sometimes corn's the biggest here,  
In the State o' Kansas,  
Sometimes it's the biggest steer,  
On the plains o' Kansas.  
But if steers 'nd corn are slack,  
She jes' takes another tack,  
Sells alfalfa by the stack,  
When it's dry in Kansas.



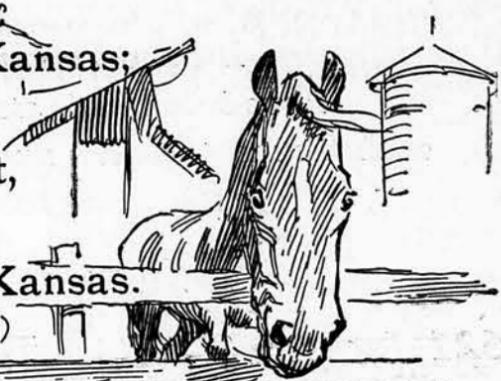
Once when we was needin' light,  
In the State o' Kansas  
Gropin' round in darkest night,  
All the folks in Kansas;  
Feller got a drill one day,  
Bored a hole down through the clay,  
Gas jes' blowed that drill away,  
Gas beneath fair Kansas.



Now we're doin' pretty well,  
Folks who live in Kansas,  
Got a little oil to sell,



And some gas in Kansas;  
Salt galore to pack the meat,  
For the folks who have to eat,  
Fellers, it sure is a treat,  
Livin' here in Kansas.



Ed. Blair, Spring Hill, Kansas.

*Ed. Blair*

## Is Your Shopping Done In a Satisfactory Way?

**D**ON'T you think this big and complete store with its immense stocks of all kinds of furnishings for the self and home, can make your dollars do their utmost duty? There's no question about it—we know it can!

### The New Parcels Post

Just a few days ago the new Parcels Post law became effective. It is a merchandise-carrying means that can not fail to bring you, who reside in the country and smaller towns, into closer relationship with the Capital City of the State of Kansas—into closer touch with this, *the largest store in the state*—a store that gives more good value for what you spend or equal value for less.

With this Governmental means of transportation of merchandise, whatever you buy (so long as it comes within the Government specifications) being delivered right at your own door, you have the opportunity of enjoying the same excellent buying facilities as are open to those who reside right here in Topeka.

The Farmer—the Banker—the Bookkeeper—everybody living within several hundred miles of Topeka, can shop satisfactorily with us, and at a profit to themselves.

You can order by letter, if you wish, and whatever you order will come to you with the Crosby Seal of Confidence, by freight, express or parcel post, *All Charges Prepaid.*

#### We Refund Railroad Fare

If you prefer to come to Topeka, and make your own selections, you can do so, with the understanding that if your purchases from us, or us and any other members of the Topeka Rebate Association, reach a sufficient amount, your railroad fare will be paid both ways.

We invite you to come see us. We invite you to write us. Written communications will be as carefully attended to as if the request was made face to face.

*The Crosby Bros Co*

TOPEKA, KANSAS.

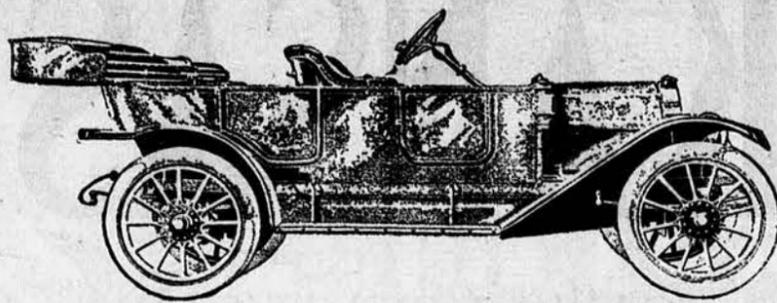
## H. W. Bomgardner

*Begs to announce  
that he has refurnished and  
remodeled his new  
and beautiful  
chapel*

*which he has placed at the disposal  
of families desiring to utilize  
its conveniences*

*His show rooms  
have been newly stocked  
with the most modern and appropriate  
caskets and robes*

**621 Jackson Street, Topeka, Kansas**



**\$985 Fully Equipped F. O. B. Toledo.**

### GETTING THE MOST OUT OF LIFE—

Time used to be when the farmer disliked the automobile and did his best to discourage its use.

Today more automobiles are bought by farmers than by any other single class.

It was found that the automobile encourages farming, because it brings the city and the country closer together. **It keeps the boys on the farm.**

The automobile allows the use of the horses for other work. When the horses are exhausted, the automobile is ready for further duty. **Perhaps in a pleasure way.**

Trips to the town stores, which formerly occupied a day, become a matter of a few hours.

More than any other agency the automobile helps the farmer and his family to get the most out of life, to do the most work in a given time. And, therefore, it is worth more to them than it costs.

**This car is the most sensational value offered by the automobile industry.** The price includes full equipment, gas tank, lamps, top with boot, clear vision wind shield, Warner speedometer, horn, robe rail, foot rest, tire carriers, etc.

Write for catalog or call at our show room and let us tell you about the various models and give you a demonstration. **It costs you nothing.**

## OVERLAND COMPANY,

F. W. MILLS, Manager

819-21-23 Quincy Street, TOPEKA, KANSAS.

J. S. WARNER, District Agent.

SHAWNEE, JACKSON, JEFFERSON, DOUGLASS, POTTAWATOMIE, WA-BAUNSEE, OSAGE, LYON and CHASE COUNTIES.

## The Love for a Home

is as deep rooted as antiquity and dates back to the beginning of time. What can compare to the soft feeling of comfort and safety to gather under the roof of the family home? The greatest factor in our social development is the home. The longing ultimately comes into and pervades every man's heart, and the problems—at least most of them—will evaporate and disappear when the true helpfulness and utility of a good building and loan association is properly understood.

### THE Aetna Building & Loan Assn.

of Topeka, Kansas

with an authorized capital of \$20,000,000 will solve your problems. It has Loans on Real Estate over \$3,000,000; Total Resources over \$3,760,000.

**Begin to save today and realize the importance of laying by small amounts.**

Five dollars a month for 120 months \$600.00  
Profits earned in that time..... 400.00

Amount paid to investor at maturity \$1,000.00

WRITE OR CALL TO-DAY.

J. L. RAINES, President. F. J. FUNK, Secretary.

### SUBSCRIPTION PRICE

\$1.00 per year; \$1.50 for two years; \$2.00 for three years. Special clubbing rates furnished on application.

### ADVERTISING RATES

30 cents per agate line—14 lines to the inch. No medical nor questionably worded advertising accepted. Last forms are closed Monday noon. Changes in advertising copy and stop orders must be received by Thursday noon the week preceding date of publication.



# KANSAS FARMER

With which is combined FARMER'S ADVOCATE, established 1877.

Published weekly at 625 Jackson St., Topeka, Kan., by THE KANSAS FARMER COMPANY. ALBERT T. REID, President, JOHN R. MULVANE, Treasurer. S. H. FITCHER, Secretary.

T. A. BORMAN, Editor in Chief; I. D. GRAHAM, Live Stock Editor.

CHICAGO OFFICE—First National Bank Bldg., Geo. W. Herbert, Inc., Manager. NEW YORK OFFICE—41 Park Row, Wallace C. Richardson, Inc., Manager.

Entered at the Topeka, Kansas, postoffice as second class matter. GUARANTEED CIRCULATION OVER 60,000

### OUR GUARANTEE

KANSAS FARMER aims to publish only the advertisements of reliable persons or firms, and we guarantee our subscribers against loss due to fraudulent misrepresentation in any advertisement appearing in this issue, provided, that mention was made of KANSAS FARMER when ordering. We do not, however, undertake to settle minor claims or disputes between a subscriber and advertiser, or be responsible in case of bankruptcy of advertiser after advertisement appears. Claims must be made within thirty days.



### DAIRYING AND FARM CREDIT.

We have numerous times remarked on the one need on Kansas farms is credit. We need the one thing that will supply the farm with the cash necessary to pay the hold expenses, farm running expenses, taxes, and other little expenses incident to the operation of every farm. Capital to this extent were available every farm it would not be necessary to market the wheat or corn crop immediately after harvesting at depressed prices to pay those bills which have been accumulating since the last crop was grown, harvested and marketed.

We know of no means better for utilizing this capital than the maintenance of a small but profitable dairy herd. The size of the herd would depend entirely upon the help available for milking. Ten cows as good as the best of the present Kansas herds would furnish a monthly income of \$50 to \$60. A small amount of money in cash every month on every needy farm in Kansas would boost things materially. This income along with the income from poultry and eggs on every quarter section in Kansas would make a tremendous difference in the agriculture of this state. In a few years this income would permit the holding of wheat and corn until it could be marketed at such time as it would bring the highest price. This income would permit the money received on a bunch of fat hogs or from a half dozen steers to in a lump sum go into the channel in which it would count most in the farmer's advancement. There is no farm animal which gives as quick and prompt returns for feed consumed and labor expended as the dairy cow. "Cream is Cash" is the slogan in Kansas. The milking is done today, the milk is taken to town tomorrow, and immediately a check is issued for it. There is no doubt but that some machinery will be put into operation in the United States which will supply the dairy and worthy farmer with cheaper milk than he has had. Such machinery cannot be put into motion immediately. The wise man is the fellow who establishes on his farm a system of dairying which supplies him with the milk he needs and which will permit him to use the money which comes in good sized sums to apply on the payment for his land or the improvement of his farm buildings and which—more important than all—will permit him to hold wheat, corn, etc., until the prices are to his liking.

During the past month thousands of acres of Kafir have been headed from the shock. Our travels reveal that the damage from a large part of this acreage has not been reshocked after topping. Consequently a large part of the Kafir crop grown this year lies in scattered fields in many fields. If the weather would continue dry the loss from neglect and reshock will be small. We can hardly hope for continued dry weather until planting time next spring. It would be a misfortune if we should have such dry weather. The conditions of exposure surrounding much of the Kafir forage of Kansas will decrease the value of that forage very materially in case of snows and rains. We cannot ourselves understand why so many of us go to the expense of producing a feed crop which is needed by our live stock and which is an important factor in our farm fare, and after the feed is produced we take such care as to depreciate its feed value anywhere from 25 to 50 per cent. It looks to us as though in this respect lies one of the principal farm mistakes of which so much is these days.

Representatives of various organizations interested in better and more adequate legislation relating to highways will meet in Newton next Tuesday. It is the purpose of those responsible for the meeting to secure the co-operation of all persons and organizations interested in highway improvement to the extent that needed legislation may be secured upon and that all may work to the same end.

### AN INCIDENT OF LIFE.

Not long since a long time friend of the editor passed to the great beyond. He was a farmer, a good man and a good father. He never "got along" well. It kept him hustling with all his might to keep the interest paid on the mortgage, to pay his taxes and to maintain his children until they were able to make their own way. This failure to "get along" was not because he didn't work. He worked with his hands as hard as any strong man could. His wife worked too. They were typical of a class of people who simply fail to make headway. The man knew his weakness. He knew not why, but that mattered little. But he simply could not overcome those things which kept him fighting off foreclosure on the quarter section.

Years ago he took life insurance in sufficient amount to cover the mortgage. Two weeks after his death the insurance was paid and the widow cancelled the mortgage. The home was saved and the widow, thankful that in all their financial failure, they have been able to pay the premiums. So, two or three small children and the mother are now sure of their home. They will hold on to it, too. The foresight of the father accomplished little for him except the satisfaction that his family would have a home free from debt when he passed away. The mother and family can make a living and have a home, a heritage after all that gives comfort and satisfaction.

This is not a life insurance advertisement. It presents a true situation, and should cause many men to think, and think hard. It is my judgment that this otherwise unfortunate man displayed the judgment of a sage. His act was wisdom. Think it over and determine for yourself whether or not you could use some life insurance to the advantage of those you leave behind.

The agricultural colleges are to be credited with making a desperate effort to make their instruction along agricultural lines practical and beneficial. Professor Andrew Boss of Minnesota has a plan to give students practical farm management experience. He proposes that the college shall lease farms and in turn rent these farms to students for a year. The students will be compelled to make a satisfactory showing of their actual management of the school farms before they will be given a diploma in farm teaching or management. Nothing is said in the statement from which the above facts are taken as to whether or not the agricultural college will furnish the farm equipment, but it is presumed that such will be the case. The farms are to be located in different parts of the state and the accomplishments of the student farmers will furnish material for experimental data. The same farms will to a considerable extent become demonstration farms also. If such plan as is proposed can be worked out—a thing which seems possible—it occurs to me that highly commendable results from at least a half dozen points of view will be obtained.

At Scott City recently was a meeting of representatives and senators from the western Kansas counties. It was the purpose of this meeting to promote the acquaintance of the western representatives who will occupy seats in the legislature this winter, and further that these representatives might get together on a common understanding of such legislation as might be proposed for the benefit of the western section. The public prints have reported little or nothing as to the deliberations of this meeting. It is to be hoped that some really sensible and constructive legislation for the western counties will be the outgrowth of the conference. What is good for the western one-third or one-half of the state is good for the entire state, and representatives and senators of the eastern half of the state should stand by their western brethren for those things which the west, particularly, and the state as a whole, needs. There is no justification of any division between east and west in matters pertaining to the upbuilding of Kansas.

### MORE FARMERS' INSTITUTES.

It is not our own selfish interest to which we must look in the future. There is no man but wants his boy and girl to be better and do better than he has been and done and, if for no other reason than the benefits which he would bring to his children, the farmers' institutes would be worth many times his cost. Only a few of our children, at best, can attend the Agricultural College and equip themselves for the gigantic struggle by which they must maintain the world and lead it forward to greater progress, and yet they must be trained or fail. If they could attend the Agricultural College and complete its course of study and training they would be able to enter life's conflict with more knowledge, more skill and more ability gained in four short years than we have at the end of a long lifetime.

If they cannot attend the college they remain handicapped by being compelled to learn by hard knocks in the rough and tumble school of the world. A young man or woman can get more of knowledge, of ability and of training in a college course of four years than he can possibly get in ten years of active life. Since most of our young people cannot attend the Agricultural College, let us do the best we can for them and bring the Agricultural College to them in the farmers' institute, and let us not be content with only one institute a year.

Let us have the institute to be the sponsor of the corn club, the pure bred sire club, the domestic science club and work the year round.

The editor of an eastern farm paper speaks lightly of the disposition in western states to create a sentiment for social uplift of farm women. It is his statement that the social obligations of farmers' wives are now such as to have made the canning and preserving of fruits and vegetables, the making of soap, lye, butter and cheese lost arts. While it is a fact that to a very large extent the women of Kansas are not canning fruits, vegetables, making soap, lye, etc., to as great an extent as they once did, this is not due to the fact that they are busy with social affairs. More than anything else it is due to the inability of the housewife to secure hired help and because the girls leave the farm home for positions in the cities as clerks, stenographers, etc. Much has been said about keeping the boy on the farm, but not so much has been thought of keeping the girl on the farm. The lack of social life in the country is fully as responsible for the girl leaving the farm as for the boy.

The National Grange in its forty-sixth annual meeting at Spokane, Wash., appointed a committee to actively oppose the Lever oleomargarine bill before congress. This in itself should result in every farmer in the United States opposing this bill with all his might. In the same meeting a committee was appointed to confer with President-elect Wilson about the appointment of a capable representative of farming interests as Secretary of Agriculture. You can gamble that the recommendation of such committee will point to a man of such training and qualifications as President Waters of the Kansas Agricultural College.

That co-operative dairy breeding is successful and that it is thoroughly practical, to our mind needs no demonstration further than that carried on by the Lake Mills, Wis., Holstein district. This center annually disseminates more than 250 thousand dollars' worth of pure-bred and grade Holsteins to all parts of the United States. The rearing of milk stock for sale, even to the above extent, is only a side issue with those farmers who are banded together in this co-operative work. The sale of milk and butter fat is the main issue. The methods in which the business is conducted has had the effect of popularizing their product to the extent that the region falls considerably short of satisfying the existing demand for Holstein cattle.

### ASSET OR LIABILITY.

"The grain crop is a liability—the cattle crop an asset." This is the statement of Director Webster, of Kansas Experiment Station, in a recent address. This may seem a bit severe, but an analysis justifies the statement. Here is what W. C. Palmer, agriculturalist of North Dakota, says about it:

"Grain farming reduces the fertility. Stock raising increases it. Grain farming reduces the humus in the soil. Stock raising increases it. Grain farming spoils the mechanical condition of the soil—stock raising improves it. Grain raising fosters weeds, plant diseases and insects—and stock raising decreases them. Grain raising results in decreased yields. Stock raising increases them. Stock raising develops thrift—pay as you go. Grain raising develops the credit system. Grain raising brings the mortgage. Stock raising pays it off. The labor for grain raising is expensive—that for stock raising is cheaper in that it is engaged by the year. Grain raising is dependent on the season—often resulting in failure. Stock raising is quite independent of the season. Taking care of stock is a splendid training for children. People with the instinct for stock raising are and have been the dominant people in the world. Grain raising is a soil robber; hence it is only possible on a new soil, and then only for a short time.

"The aim of every farmer should be to gradually work into some kind of stock raising. The ideal is to mix grain raising and stock raising. This results in rotation of crops. In this way as much grain can be grown on the farm as though it were all given to grain, as the yield will be larger, due to increased fertility, less number of weeds, less plant disease, better mechanical condition of the soil, etc.

"The only permanent agriculture is that which is based on stock raising, and permanent agriculture means profitable agriculture."

In a farmers' institute not long since the statement was made that it was ridiculous to assume that a farm hand could save enough of his wages to set him up on a rented farm in such shape that he could reasonably expect by the time he had reached 35 to be able to buy and equip a farm of his own. We have been thinking much about this statement recently and hope to have something to say at length in the near future. For the present, however, we propose to leave this statement: It is far more possible for the farm hand to acquire the condition stated than it is for him as a clerk to become the owner of a 12 or 15 thousand dollar stock of goods by the time he reaches 35 years. The assumption in the farmers' institute argument was that if the farm hand went to town and could engage himself in labor at \$2 to \$2.50 per day he could, by the time he had reached 35 years, own a business equal in value to the one-man farm. Will you take the time to recall, if you can, the prosperity which has surrounded those of your acquaintances who have left the farm and gone to the towns as compared with those who stuck to the farm? If you will but take the time to do this, the answer to the premises will have been reached.

Life insurance companies have for several years been active in calling to the attention of its policy holders those safeguards which promote health and prevent disease. It is to their direct interest to keep people well lest sickness may result in death and the payment of claims to policy holders. The insurance companies employ physicians of the highest rank and greatest attainment and these are excellent health authorities. One of the hints in a long list recently sent out by an insurance company is this: "Remember that the place to wear a chest protector is on your feet." The common sense of such advice is apparent inasmuch as a large proportion of ills result from wet and cold feet.

# FIFTY YEARS SERVICE

## Faithful Farm Hand Who Never Shirked a Duty for Better Farming

**K**ANSAS FARMER was first issued by the present management on December 12, 1908. It was on this date that the Western Printing & Publishing Company, the proprietors and publishers of Farmers' Advocate, acquired KANSAS FARMER. The two publications were at once combined, the two publishing plants consolidated, and the publication continued as KANSAS FARMER.

Albert T. Reid, president of the Western Printing & Publishing Company, was elected president of the KANSAS FARMER Company, which position he has since held. E. B. Cowgill, former president of the KANSAS FARMER Company and editor of KANSAS FARMER, continued as editor jointly with T. A. Borman, former editor of Farmers' Advocate. Mr. Cowgill resigned July 31, 1909, and was succeeded on the editorial staff by I. D. Graham, who since 1901 had occupied various responsible positions on KANSAS FARMER.

The KANSAS FARMER Company is a Kansas corporation with a paid-up capital stock of \$75,000. Its officers are: Albert T. Reid, president; T. A. Borman, vice-president; S. H. Pitcher, secretary and treasurer.

In KANSAS FARMER issue of January 2, 1908, E. B. Cowgill, then editor, printed a historical sketch regarding KANSAS FARMER under the title, "Forty-five Years of Usefulness." This sketch was as accurate a record of the ownership and the varied conditions under which KANSAS FARMER had been published as it was then possible to obtain from the files of the Kansas Historical Society and from information obtained from those persons living who had been connected with its ownership and publication. The facts obtained and collected by Mr. Cowgill follow:

In May, 1863, a paper of 32 pages, measuring 6 x 9 inches, was published at Topeka under the name, "The Kansas Farmer." On this page is an exact photographic reproduction of the first page of the first KANSAS FARMER. The little paper was monthly and was published under the auspices of the Kansas State Agricultural Society. F. G. Adams, secretary of the society, was its editor. The purpose of the publication was the promotion of a state fair. However, under the editorship of Judge Adams it was inevitable that it should enter upon a work of more diversified usefulness than that which called it into being. The first number was a really valuable agricultural journal as agricultural papers of that time were classed. Succeeding issues were improved, thereby establishing the value of the publication as an agricultural help. The subscription price was 50 cents per year. The first number contained three advertisements occupying a total space of three inches single column.

The Kansas State Historical Society files of KANSAS FARMER while published by the Kansas State Agricultural Society are incomplete.

January 1, 1865, "THE KANSAS FARMER, Number One, Volume 3, John S. Brown, Editor," was published from Lawrence. This was a 16-page paper, three columns to the page. It was printed monthly. The subscription was \$1.50 per year. The advertising patronage under Rev. John S. Brown's management started with about one page and was increased to more than five pages.

In September, 1867, George T. Anthony, afterwards governor of Kansas, bought THE KANSAS FARMER and published it from Leavenworth. George A. Crawford was associate editor and traveling agent. Mr. Anthony enlarged the pages to 9 x 14 inches and increased the number to 36. Characteristic of Anthony, KANSAS FARMER at once became a vigorous exponent of Kansas' interests in general and Kansas farming in particular.

In 1869 the name of George A. Crawford disappeared from the management.

In 1871 A. G. Chase became associate editor, Miss M. E. Murtfelt entomological editor, and Dr. B. S. Chase, veterinary editor.

In 1872 KANSAS FARMER became a bi-monthly publication.

On February 1, 1873, M. S. Grant and J. C. Ketcheson became proprietors and Dr. A. G. Chase editor.

On December 15, 1873, Major J. K. Hudson purchased KANSAS FARMER and announced his purpose to move it from Leavenworth to Topeka.

On the first Wednesday of January in 1874, the KANSAS FARMER, published at Topeka, made its first appearance as a weekly, under the editorial guidance and proprietorship of Major Hudson. Its pages were 14 x 21 inches and were eight in number. Mrs. J. K. Hudson edited the Literary and Domestic Department, which was a new feature of the publication. The subscription price was at once advanced to \$2.

Major Hudson was a vigorous writer and the policy of the paper was equally vigorous. It at once became a factor—not only in the agriculture of Kansas, but also in public affairs. The several agricultural interests were treated under department heads, a feature which is preserved at the present time. The Patrons of Husbandry—better known as the Grange—were then organizing with

On December 10, 1879, the owners announced a reduction of the subscription price to \$1.50 per year.

On February 4, 1880, E. E. Ewing bought Mr. Hudson's interest in KANSAS FARMER and became editor and proprietor. Major Hudson devoted his time and energies to the Daily and Weekly Capital, which had been started in the KANSAS FARMER office. Mrs. Hudson's name also disappeared from the head of the Literary and Domestic Department.

April 6, 1881, E. E. Ewing sold the paper to the KANSAS FARMER Company. This company consisted of H. C. DeMotte of Bloomington, Ill., and Manford J. Ricks of Springfield, Ill. The paper was managed for them by J. K. Hudson for a brief time.

On September 21, 1881, H. A. Heath became general agent and special cor-

respondent and business manager. Mr. Heath was general agent, and Mr. Peffer was editor.

With the beginning of 1883, the form of the paper was again changed, the pages being 11 x 15 inches and the number sixteen.

In September, 1885, Mr. Brown retired from the company and H. A. Heath became general business manager.

In June, 1888, ex-Governor S. J. Crawford and J. B. McAfee purchased an undivided interest and Mr. DeMotte retired. Later in the year D. C. Nellis acquired an interest in the company.

In January, 1890, the size of the paper was enlarged to 11 x 16 inches, which size has been continued to this date.

In January, 1891, Mr. Peffer was elected to the United States Senate and retired from the editorship.

On November 4, 1891, E. B. Cowgill bought ex-Governor Crawford's interest and became editor. The KANSAS FARMER Company was reorganized with the following officers: H. A. Heath, president; E. B. Cowgill, vice-president; D. C. Nellis, secretary; J. B. McAfee, treasurer.

In 1892 the advertising business of KANSAS FARMER made it necessary to increase the number of pages to twenty during the busy season, and in 1893 became necessary frequently to issue a 32-page paper.

In October, 1901, I. D. Graham entered the employ of the KANSAS FARMER Company as a field man.

January 21, 1906, Mr. McAfee and Mr. Nellis retired. The KANSAS FARMER Company was then incorporated with a paid-up capital stock of \$50,000 and the officers were as follows: E. B. Cowgill, president and editor; I. D. Graham, vice-president and general agent; H. A. Heath, secretary and manager; John R. Mulvane, treasurer. The total number of pages printed in 1906 was 1,416, and the same number of pages were printed in 1907, and each year since the number has increased.

### Retired But Reads It Still.

**SAMUEL DETWILER, HIAWATHA, KAN.**  
I came to Kansas from Ohio in the spring of 1875. Upon arrival in Kansas I at once subscribed for KANSAS FARMER and have been an interested reader ever since. I retired from the farm about ten years ago. However, I still own the farm. I could not secure sufficient help and was unable to do the necessary work myself. My son is occupying the farm. I am past my three score years and ten, but still interested in the business, and, although not actively engaged in it, I still read KANSAS FARMER.

**Reader 43 Years—Wouldn't Stop It.**  
**S. B. SPANGLER, EDMOND, OKLA.**  
From 1869 to 1899 I lived in northern Kansas—Brown and Atchison Counties. About all that time I took KANSAS FARMER. I could not do without it then but now that I am just past my seventy-fifth birthday I had thought to discontinue it, but I am sure I would not feel at home without it, so I enclose you a dollar bill to renew my subscription.

**Prefers Farming to Politics.**  
**J. T. TREADWAY, LA HARPE, KAN.**  
I began taking KANSAS FARMER early in the '80s, and for a short time when it talked more politics than farming, we dropped it, but only till it "got back" again to sense. We are well pleased with KANSAS FARMER.

**Continuous Reader Thirty-Five Years.**  
**W. T. DICKSON, CARBONDALE, KAN.**  
I have been a subscriber for and reader of KANSAS FARMER continuously since 1877. I was living in Miami County when I first subscribed for KANSAS FARMER.

**Continuously Since Editor Brown's Day.**  
**WILLIAM ROE, VINLAND, KAN.**  
I took KANSAS FARMER when John Brown, the Unitarian minister who lived in Lawrence, was editor. Some members of our family has taken it continuously since.

**Another Reader for 35 Years.**  
**W. C. RECTOR, GLEN ELDER, KAN.**  
My father was a subscriber to KANSAS FARMER 35 years ago, and I have taken it since his death, so it has been in the family continuously for 35 years.

**Reader for 27 Years.**  
**MRS. E. E. GATES, HAZELTON, KAN.**  
My husband, E. E. Gates, now deceased, subscribed for KANSAS FARMER in 1885, and we have had the paper continuously since.

## THE KANSAS FARMER.

Journal of the State Agricultural Society.

VOL. I. TOPEKA, MAY 1, 1863. No. 1

### OFFICERS FOR 1863.

PRESIDENT,		Lyon County,
D. BAILEY,		
SECRETARY,		Shawnee County,
F. O. ADAMS,		
TREASURER,		Nemaha County,
F. P. BAKER,		
EXECUTIVE COMMITTEE:		
J. P. Johnson,	Doniphan County,	J. S. Hadden,
O. W. Collamore,	Douglas County,	C. Starnes,
D. L. Lakin,	Jefferson County,	J. R. Swallow,
A. Ellis,	Miami County,	J. C. Marshall,
S. M. Strickler,	Davis County,	C. B. Lines,
		Nemaha County,
		Leavenworth County,
		Lyon County,
		Zinn County,
		Wabasha County,

### CONSTITUTION.

**ARTICLE 1.** The name of this Association shall be THE KANSAS STATE AGRICULTURAL SOCIETY, and its object be, to promote the improvement of Agriculture, and its kindred arts, throughout the State of Kansas.

**ART. 2.** The officers of this Society shall be a President, a Secretary, and a Treasurer, and an Executive Committee, consisting of the President, Secretary and Treasurer, and ten other members to be chosen for that purpose. These officers shall be chosen by a majority of the votes at the annual meeting of the Society, and shall, except the members of the Executive Committee, hold their office for one year, and until their successors shall be elected. The President of each county Agricultural Society, shall be *ex officio* Vice President of this Society, and the Secretary of each coun-

ty Agricultural Society, shall be *ex officio* Corresponding Secretary, for that county, of this Society. The Executive Committee, at their annual meeting in January, 1863, shall proceed to elect one half of their number by ballot, to hold for two years; and the other five shall hold for only one year; and at the next annual meeting of the Society, and annually thereafter, five members of the Executive Committee shall be elected, to hold for two years, and until the annual meeting of the Executive Committee.

**ART. 3.** The duties of the President and Secretary shall be such as usually pertain to their respective offices.

**ART. 4.** The Treasurers shall receive and keep an accurate account of all monies belonging to the Society; he shall pay out its monies only on the order of the Executive Committee, and at each

Photographic reproduction of the first page of the first issue of Kansas Farmer.

great rapidity, and KANSAS FARMER warmly espoused their interest.

In 1874 Major Hudson was nominated for Congress on the so-called "Reform Ticket." He went into the campaign with great earnestness. During the campaign the KANSAS FARMER was left to the able management of Mrs. Hudson.

In May, 1878, E. E. Ewing purchased an interest and Hudson and Ewing became editors and proprietors.

respondent, and W. A. Peffer became editor.

On March 9, 1882, Mr. Ricks died, and the sole ownership passed to H. C. DeMotte. The paper was still conducted by Mr. Heath and Mr. Peffer.

On June 4, 1882, the subscription price was reduced to \$1.

July 5, 1882, a company composed of H. C. DeMotte, R. R. Brown and H. A. Heath became the owner. Mr. Brown



CORN OF 1912 CROP READY FOR THE SHELLER, NEAR OBERLIN, DECATUR COUNTY, KANSAS.

# LIVE STOCK IN KANSAS

Prosperity Follows The Hoof Prints of Domestic Animals

By

I. D. GRAHAM

**K**ANSAS was peopled by men and women who came because of an idea. They were men and women who saw visions and dreamed dreams: Visions of what this vast, grassy, quadrangle was capable, and dreams of what it might become. The idea which spurred them to sacrifice the home ties and settle in the wilderness—a wilderness of beauty and inspiration as well as of potential prosperity and wealth—was to them a greater and more compelling thing than love of old associations or fears of unseen dangers and difficulties. They came to support and defend this idea which was a religious principle to them, but they came to found homes as well. The great immigrations in world history have been those of people who left their former homes to escape persecution and adversity. The great migration to Kansas was made by people who came to endure persecution and adversity.

And they came to stay. They brought their goods and their chattels, and they have stayed. Others, finding that it was good land and fair, followed these and engaged in that vocation which is the basic principle not only of all human progress but of the continued existence of humanity itself—agriculture.

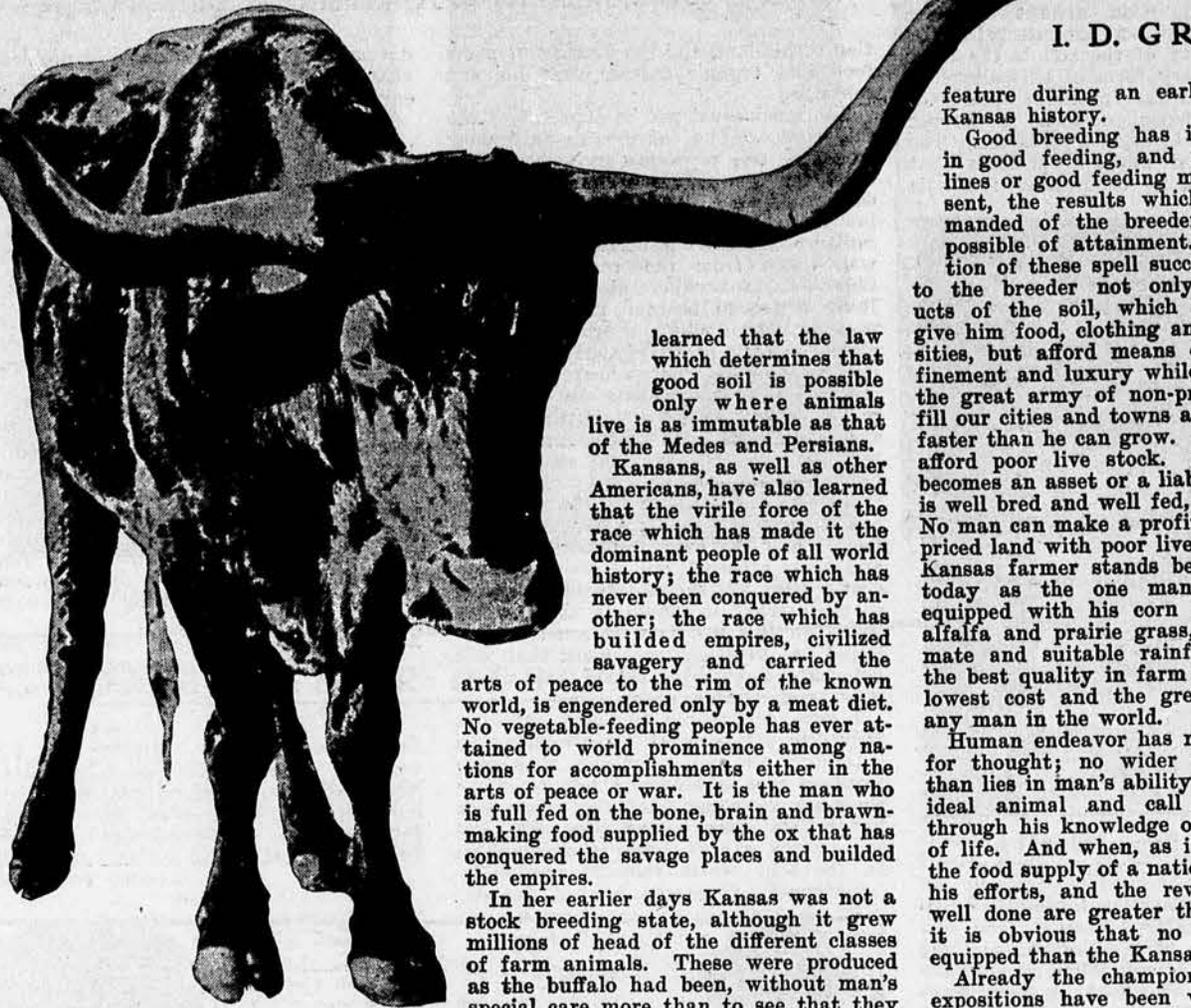
Successful agriculture is founded only upon good soil. Good soil exists only where animals live or have lived, and good soil remains good only where animals are fed. It may be doubted if there ever existed, anywhere, a richer soil adapted to diversified agriculture than was found by the men who turned the first sod of Kansas. This was so, not by reason of any special creative favor; not by any geologic action or any climatic influence. The soil of Kansas was rich because of the millions of buffalo, elk, deer, and other wild cattle which pastured over her prairies for untold years.

Man, in his little knowledge and fatuous belief, proceeded to destroy this magnificent gift as rapidly as his industry could work. He burned the prairie grass each year; he plowed the sod and planted wheat, the most primitive form of agriculture, and burned his straw-stacks. He planted corn year after year and dumped the manure in the creek. He refused his soil the humus necessary to continued plant growth and its own tenacity and the winds carried it away. He saved his own labor by shallow plowing, and the subsurface soil, trampled for ages by millions of buffalo, could not absorb the moisture necessary for crop maturity. He made himself entirely the creature of climate, and he paid the penalty.

Kansas built Kansas City, the second greatest live stock market in the world, and still maintains it. In the beginning this was done by the hauling of buffalo meat and hides; later by the shipment of the scarcely less wild cattle which covered her unfenced plains, and still later by the western cattle sent to Kansas wheat fields, grass lands and feed lots from the farther west; and latest, from the cattle grown or fed on her own farms.

Then the farmers of Kansas awoke to the fact that their wonderful heritage of rich soil was not inexhaustible; that their methods were wrong and that a change must be made.

And then came alfalfa. The first statistical record published by the State Board of Agriculture gives the number of domestic animals for 1870. At this time there existed in the state 117,786 horses, 373,967 cattle, 109,088 sheep, 206,589 hogs, and 11,786 mules and asses. Three years later the number of horses had grown to 176,161; of cattle to 634,021; of hogs to 380,701, and of mules and asses to 17,816, while the number of sheep has decreased to 51,166. Undoubtedly there were numerous farm animals in Kansas prior to this first record, and undoubtedly that number had been gradually increasing with each succeeding year, though the first depletion of the flocks of the state was noticed in this decrease of more than 50 per cent in these early years. Compare these early figures with those just issued by the same board for the year 1912: Horses, 1,045,425; cattle, 2,406,



931; sheep, 208,755; swine, 1,713,433; mules and asses, 232,761.

This is an epitome of the history of live stock in Kansas. It has varied with the failures of the corn crop, with the ravages of disease and with the fluctuations of the market, but in all the years there has been a steady gain in all classes of live stock, and this gain has been made possible by the general adoption of alfalfa for fodder and Kafir to supplement the corn crop, and in its wake has followed prosperity. It is noticeable that Kansas prospers with the number and value of her live stock, and any influence which changes the number and value of this fundamental crop reflects itself in the changed financial condition of the people during the time its influence is felt.

The pioneers who founded the state were accompanied by the fierce, feral beast of tremendous horns and great speed capacity, but laid the foundation for a rough structure which answered the purpose of a camping-out time in the history of the state. The old structure has been removed and civilization in this state is now fashioning this great territory into a dwelling place instead of a camp. The rougher work of clearing the ground of obstacles and starting the machinery of state into smooth working operation has been performed. The business of the Kansan now is to build a home, and in doing this he has

learned that the law which determines that good soil is possible only where animals live is as immutable as that of the Medes and Persians.

Kansans, as well as other Americans, have also learned that the virile force of the race which has made it the dominant people of all world history; the race which has never been conquered by another; the race which has builded empires, civilized savagery and carried the

arts of peace to the rim of the known world, is engendered only by a meat diet. No vegetable-feeding people has ever attained to world prominence among nations for accomplishments either in the arts of peace or war. It is the man who is full fed on the bone, brain and brawn-making food supplied by the ox that has conquered the savage places and builded the empires.

In her earlier days Kansas was not a stock breeding state, although it grew millions of head of the different classes of farm animals. These were produced as the buffalo had been, without man's special care more than to see that they had something to eat and water to drink until they had attained an age and weight which would warrant their sale. It was only the beginning of live stock husbandry, but it was a beginning, and with the changes coming through increased population, a greater prosperity, larger intelligence and a fuller knowledge, has come those attempts at live stock improvement which has resulted not only in the largely increased numbers of domestic animals, but their tremendous improvement in quality as well. Formerly it was numbers that counted. Cattle were bought and sold by numbers. Now it is quality that counts, and their value is fixed by this characteristic.

All this has been preparatory. With a world-wide shortage of meat-producing animals and with constantly increasing populations, most of which are non-producers, the demand upon the animal husbandman will be greater in the future than it has ever been in the past. There never was a time in history when the work of the breeder was so much needed or when the compensations for his work were so great. The chief consideration now is to secure the wide dissemination of animals of quality to fatten the ground and feed the men who live upon it as well as their brothers who live in the city. The work of the breeder will be the dominating feature of American husbandry in the future, as the work of the cattle grower was the dominating

feature during an earlier period of Kansas history.

Good breeding has its foundation in good feeding, and if good blood lines or good feeding methods be absent, the results which will be demanded of the breeder will be impossible of attainment. A combination of these spell success and brings to the breeder not only richer products of the soil, which in their turn give him food, clothing and other necessities, but afford means of culture, refinement and luxury while he is feeding the great army of non-producers which fill our cities and towns and which grow faster than he can grow. No farmer can afford poor live stock. His live stock becomes an asset or a liability just as it is well bred and well fed, or the reverse. No man can make a profit from his high priced land with poor live stock, and the Kansas farmer stands before the world today as the one man who is best equipped with his corn and Kafir, his alfalfa and prairie grass, his genial climate and suitable rainfall, to produce the best quality in farm animals at the lowest cost and the greatest profit of any man in the world.

Human endeavor has no broader field for thought; no wider range for skill than lies in man's ability to conceive the ideal animal and call it into being through his knowledge of the mysteries of life. And when, as is now the case, the food supply of a nation depends upon his efforts, and the rewards for work well done are greater than ever before, it is obvious that no man is better equipped than the Kansan.

Already the championships of great expositions have been won by Kansas animals; already has her fame spread to the world's ends; already have her animals gone to improve the best herds of the east, but this is only the beginning.

Kansas history has been glorious, but her future will eclipse the past, and her live stock which rebuilds her soil will have the credit.

### Hog Conditioner.

Following is a hog conditioner that was recommended by the U. S. Department of Agriculture and that has been used successfully by thousands of farmers:

Wood charcoal 1 pound, sulphur 1 pound, sodium chloride 1 pound, sodium bicarbonate 2 pounds, sodium sulphate 1 pound, sodium hyposulphate 2 pounds, antimony sulphide, 1 pound. Mix thoroughly and feed in slop 1 large tablespoonful to each 200 pounds of live weight, once a day.

This conditioner was published by Dr. D. E. Salmon in bulletin No. 24, of the Department of Agriculture.

### The Beef Shortage.

In regard to the beef shortage, would say that it seems to me that most writers don't want to tell the real cause of it, nor do they tell a way to rectify it. When the consumer cares to pay a living price there will be more beef produced, but not until then. It used to be that there were a dozen farmers feeding from one to a trainload of steers, and usually at a loss, or not enough to pay them for their trouble. I wintered a bunch last winter that I might better have driven into the river and drowned, and it would not have paid to save the hides, as I skinned a fine Red Polled cow the other day and \$3.15 is the exact price received for the hide. Neither you nor I would skin a cow for this price. Early last spring I was offered \$22.50 per head for these cattle, probably one-half the value of the alfalfa they had eaten.

Now, regarding a statement in KANSAS FARMER about the waste of grass in Kansas: As a matter of fact the native grass—and that is all the grass there is here—has been overpastured until it is past redemption and should not have more than one-third as much stock on it if the future of the pasture is to be taken into consideration. Now I am a natural booster, and we will in time get the price, but there will be fewer cattle raised until we do get it. Just now I am burying from three to eight—one day fourteen—valuable hogs each day, a loss of \$1,000 in the last week. This, of course, makes a man think that there is a better day coming.—HOWARD PENDLETON, Yukon, Okla.



FROM THE "LONGHORN" TO "BABY BEEF" IS THE PROGRESS MADE BY KANSAS.

# OUR SOIL PROBLEMS

## Fifty Years of Cultivation has Brought Them for Quick Solution

**T**HE State of Kansas is, and without question always will be, primarily an agricultural state. As the fertility of the soil is the basis support of every form of agriculture, it is evident that the future prosperity of the state is dependent upon the proper conservation of its soil resources. The most important material problem that faces the citizens of Kansas today is



L. E. CALL, PROFESSOR OF SOILS, KANSAS AGRICULTURAL COLLEGE.

By L. E. CALL, Before Kansas Agricultural and Industrial Congress

tion of his land and the amount of plant food and organic matter that his soil contains.

Too much must not be expected of the soil survey. The survey can only show what our soil problems are, where they exist, and the extent of country affected. Additional investigation must follow for the solution of the problems. An instance illustrating this point may be well taken from the soil survey of Cherokee county where along the Neosho River a second bottom soil has been mapped, which will not produce alfalfa, clover or corn profitably. It is a very good wheat soil, but wheat cannot be grown continuously upon any soil with profit, so that it becomes imperative for the future prosperity of the farmers living upon this soil type that some means be derived of profitably producing other crops, especially leguminous crops. The soil survey has shown what this problem is and the exact number of farms and acres affected, but it does not suggest a cure. If the soil survey is going to mean what it should to the farmers living on this soil type it must be followed by investigational work that will determine how crops other than wheat may be profitably grown.

I have endeavored to point out in a very few words what we are doing to determine the soil problems that confront us in this state. I have tried to show what we may hope to accomplish by the soil survey and also what the soil survey cannot hope to accomplish. In the time which remains I wish to

discuss briefly the various soil problems that we have encountered thus far in our work.

**ACID SOILS.**  
We have, in the southeastern corner of Kansas, soil that has been derived principally from the disintegration of sandstone and shale. Very little limestone has entered into the formation of these soils. The little lime that may have been present in the soil in its early stages of formation has been leached away ages ago. We find, therefore, six or eight counties in the southern part of the state where much of the soil is sour or acid and where leguminous crops such as clover and alfalfa refuse to grow. The common farm practice on the majority of farms in these counties is to grow corn, wheat, oats and sorghum either continuously or in rotation. All of these crops are non-leguminous, hence depend upon the soil entirely for their nitrogen. If we consider Cherokee county, which is a representative county in this area, we find that in 1910 the following crops were grown:

AMOUNT AND VALUE OF NITROGEN REMOVED FROM THE SOIL OF CHEROKEE COUNTY BY NON-LEGUMINOUS CROPS IN 1910.

Crop	Acres	Yield bu.	Yield removed from soil, lbs.	Value of nitrogen
Wheat	29,322	498,322	578,226	\$115,645.00
Corn	79,322	1,501,865	1,371,310	274,262.00
Oats	19,912	876,128	182,235	36,447.00
Barley	485	12,125	8,788	1,757.00
Potatoes	700	70,000	14,280	2,856.00
<b>Total</b>			<b>2,154,839</b>	<b>\$430,967.00</b>

To supply the amount of nitrogen removed from the soil by the non-leguminous crops grown in this country would require at least 30,000 acres of some leguminous crop, such as clover, alfalfa, or cow peas. We find, however, that the county grew, in 1910, but 284 acres of clover and alfalfa, and while figures are not available on the acreage of cow peas grown, the total could not have exceeded 2,000 acres. The farmers in this county and in adjoining counties are attempting to grow wheat and corn continuously on a soil already low in nitrogen and which becomes lower in nitrogen and less productive with each succeeding crop. Only two solutions of the problem are open to the farmers of this section if they are to continue to grow profitable crops. One solution is to supply the nitrogen for corn and wheat in the form of commercial fertilizers, at a cost of approximately \$430,000.00 a year for Cherokee county alone. This is obviously impractical. The other solution, and the most practical one, is to secure this nitrogen from the atmosphere by growing legumes. But before leguminous crops, such as clover and alfalfa, can be grown, nearly every acre of this land must be limed to correct acidity. Fortunately, there is an abundance of lime across the state line, in Missouri. Large lime crushers have been installed at Carthage, Missouri. Crushed lime rock may be purchased in carload quantities at a cost not to exceed \$3.00 per ton laid down at any railroad station in the area.

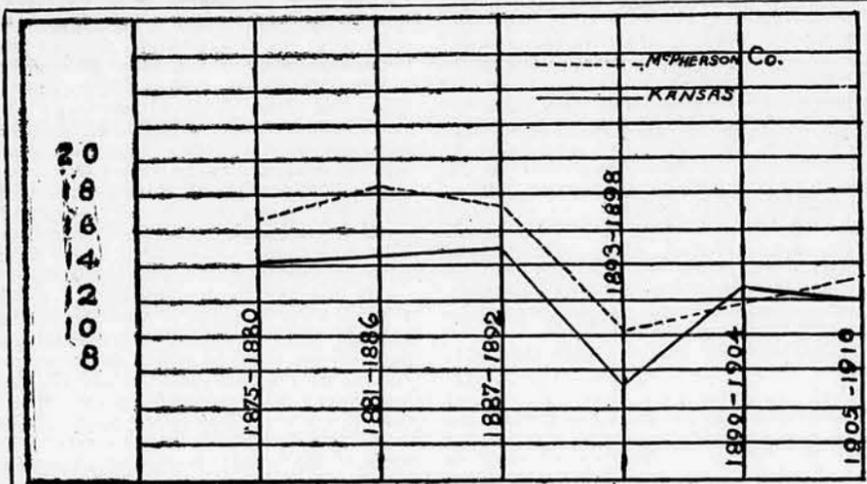
how to permanently maintain the crop-producing power of the soil.

The citizens of Kansas realized the importance of this problem and at the last session of the state legislature appropriated \$5,000 for each of the two legislative years for the purpose of starting a soil survey of the state. Previous to this the Bureau of Soils of the United States Department of Agriculture had made a survey of a number of limited areas in the state. Such early surveys were made in Brown, Riley and Allen counties, and parts of Labette, Cherokee, Sedgwick, Butler, Russell and Finney counties.

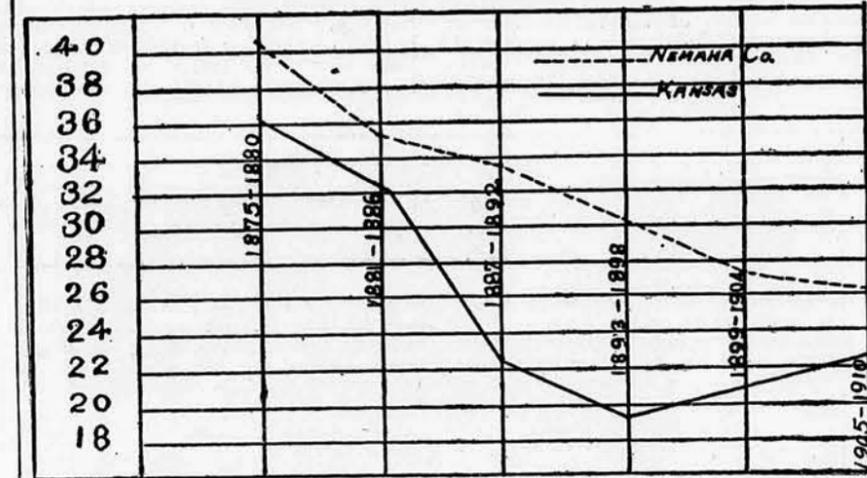
In 1910, due to the solicitation of the State Agricultural College and in anticipation of a state appropriation for soil survey purposes, the Bureau of Soils made a reconnaissance survey of the western half of Kansas. When the State Agricultural College began work in July, 1911, arrangements were made with the Bureau of Soils for co-operation. By these arrangements the Bureau of Soils furnished half the men for the field parties and bore half of the expenses of the men in the field. Thus we were able to accomplish twice the amount of work with the money available. In the summer of 1911 a detail soil survey was made of Reno and Shawnee counties, and this past summer surveys were completed of Jewell, Greenwood and Cherokee counties.

The soil survey is pioneer work. It is taking an inventory of the soil resources of the state. Without such a survey it is impossible to recognize our soil problems, or if they are recognized, to appreciate the importance of them. In our detail survey the soil on every quarter section of land in the county is examined, the manner in which the soil was formed is ascertained, its textural types are determined, and a map is made which shows the kind of soil found on each quarter section of land. Any area of soil which covers an extent of ten acres is shown, and on some of our more detailed maps areas as small as five acres are recognized. When the soil survey of a given county is completed the map shows all of the soil types occurring in the county and the area which each type covers. It shows the portion of the country which is too rough or stony for cultivation, hence shows the area of land in each county that is capable of being tilled. It shows the location of all streams, houses, school houses and churches, thus being of great service to the prospective settler.

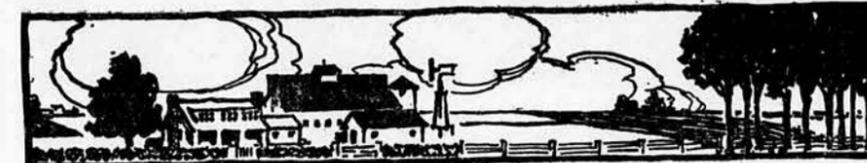
As fast as the soil maps are completed, showing the location and area of the different soil types, samples of soil are collected for chemical analysis. The chemical analysis gives the total supply of plant food found in each type of soil. When our work is completed we are able to tell every farmer in the county the kind of soil he has on each quarter sec-



FIGURES IN LEFT HAND COLUMN ARE AVERAGE BUSHEL YIELDS  
YIELD OF WHEAT IN KANSAS AND McPHERSON COUNTY FOR SIX-YEAR PERIODS, 1875-1910.



FIGURES IN LEFT HAND COLUMN ARE AVERAGE BUSHEL YIELDS  
YIELD OF CORN IN KANSAS AND NEMAHA COUNTY FOR SIX-YEAR PERIODS, 1875-1910.



To show what may be done in the way of growing leguminous crops, permit me to call your attention to the work of Mr. O. A. Rhoads, a farmer living in Cherokee county, southeast of Columbus. Mr. Rhoads, due to advice secured from the Agricultural College, purchased, in 1910, a carload of lime which cost him \$1.60 per ton at his station. He limed ten acres of land at the rate of two tons per acre. Six acres of this land were seeded to red clover and the other four acres, which had been under-drained previously, were seeded to alfalfa. This season (1912) Mr. Rhoads harvested 1.5 tons of clover hay to the acre from the six acres seeded to clover, and from the four acres seeded to alfalfa harvested two cuttings of hay, which were estimated to yield about two tons to the acre. In addition to the hay both of these fields furnished an abundance of fall pasturage in a season extremely dry for that county. Mr. Rhoads has demonstrated that leguminous crops can be grown if the soil is properly limed and prepared for the crops.

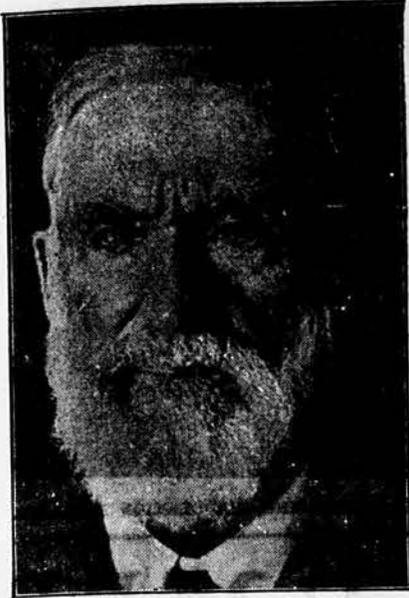
### SOIL EROSION.

Another soil problem that should command the attention of every citizen of the state is that of soil erosion or washing. There is more or less washing on every soil type in the state, but the greatest difficulty is experienced on the soils in the northeastern portion. The soil in Kansas north of the Kansas River and east of the Republican River was formed by glacial action. It is, therefore, rolling in topography and in texture is of a silty nature, often to a considerable depth. The rolling topography, the silty nature of the soil, and the heavy rainfall of this section of the state are all favorable to soil washing. Acres of cultivated land in this part of the state are being impaired in value, if not permanently ruined, by improper methods of farming and by the carelessness and neglect of the farmers to stop the small washed and gullied places when the first appear in their fields.

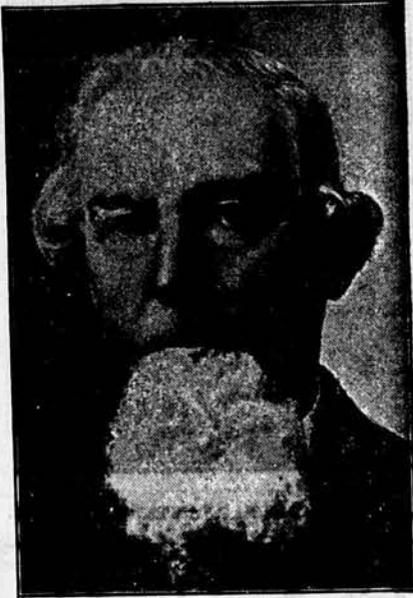
Nemaha is a county located in this portion of the state where soil erosion is becoming a serious problem and where great loss is resulting; and greater loss will continue to result if some precaution is not taken to prevent the erosion of the soil. Steps should be taken at once by every farmer to stop the small washes as they occur in the fields, by the use of stone or wood dams and by cultivating the fields at right angles to the slope. But if the problem is to be permanently solved, the farm practice of Nemaha and adjoining counties must be so changed that the soil will be kept in a condition unfavorable to washing. If we examine the farm practice of Nemaha county for the year 1910, we find the following number of acres of the different farm crops were grown:

(Continued on Page 22.)

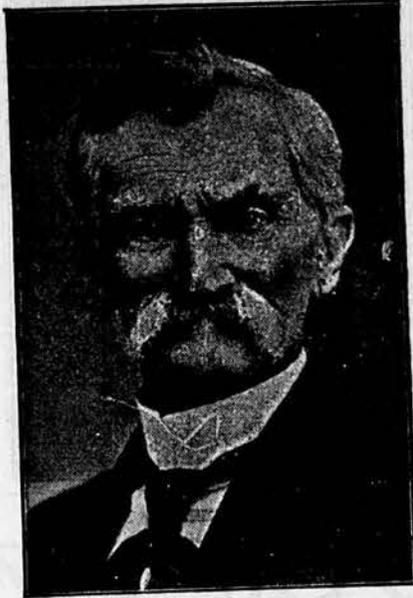
# MESSAGE OF LOVE AND SERVICE



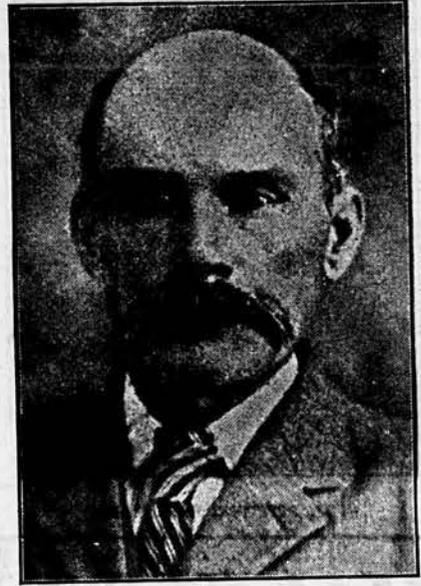
J. B. DOBBS, AMHERST, S. D.



C. E. FOSTER, EL DORADO, KAN.



B. F. SMITH, LAWRENCE, KAN.



J. M. WILLIAMS, SYLVAN GROVE, KAN.

## SOME OF OUR OLD FRIENDS

### Reader 42 Years and Still At It.

J. B. DOBBS, AMHERST, S. D.

I still appreciate the weekly visits of KANSAS FARMER. My mind often runs back to the years of my first subscription in 1870. It was then a small monthly publication but was highly prized. As time passed the paper prospered and enlarged and was changed to a weekly, always doing its best for Kan-

Some time since, in the early '70s, I sent you my first correspondence, and continued at intervals until about five years ago, since which time I have not been able to write much. My last article appeared in November, 1911, and which was about my experience with the mulefoot hog.

Kansas has changed greatly since I landed in Marion on Christmas, 1868. I walked to Marion from Junction City, 50 miles north. The next nearest railroad station was Emporia, 50 miles east. Marion was a small village. The east half of it, on the hill, was government land. You could then buy lots on the main street for \$12 each, or you could get all the lots you wanted by building a small house on each lot. There were no settlements in the county except along the streams, and the settlers said they would have perpetual range for cattle, as the uplands were considered useless for farming. Texas cattle were in demand all over the country. On the old Texas cattle trail, across the west part of Marion County, I have passed over 2,500 head of Texas cattle in less than half a day.

Old settlers will recall when a cloud resembling smoke came up in the west, rising slowly. Soon a grasshopper was seen to fall, then another; soon the hoppers were falling around us like hail. When we walked it was mash, mash, under our feet, crusading hoppers. All crops were destroyed. Peaches on the trees were eaten by the hoppers, leaving the pits hanging. Many cabbage plants in the gardens were covered with boxes and kegs, but if a small hole was left under or in the covering the hoppers found it and in a few hours, when the box was removed, nothing but the stem of the plant was left. Many people were discouraged and left the country. I never wanted money so badly in my life as then. If I could have had \$10,000 I would have at that time put every dollar in real estate.

I think KANSAS FARMER is worth many times the cost of subscription to any person interested in farming, stock raising, or horticulture. Life is too short for every one to do his own experimenting.

I used to send in some subscriptions to KANSAS FARMER. One spring I organized a club among my neighbors. A number who refused to subscribe said, "I know how to raise wheat, oats and corn, as well as the editor." That summer the country was canvassed by a nursery company selling Russian apple trees. The agents claimed they were imported from Russia at a year old and were more hardy than home-grown trees. These trees had been grown here one year, then grafted or budded and grown two years more, and sold in large numbers to Kansas farmers at 50 cents each. The swindler was fully exposed in KANSAS FARMER, but the farmers who

did not subscribe did not see it, and several of them bought largely of those trees and lost more by the deal than they would have paid for KANSAS FARMER for a life time. I bought root grafts and raised better trees at a cost of 3 cents each.

### Long Time Reader and Advertiser.

B. F. SMITH, LAWRENCE, KAN.

I became a subscriber to KANSAS FARMER in 1881 and have not missed a copy since. About 1883 I began advertising strawberry plants in KANSAS FARMER and continued each spring season until the spring of 1900. Owing to dry weather and one mishap and another, I have since no had more plants

or quack medicine rot in KANSAS FARMER.

I trust that your paper will continue to grow in value and that your subscription list will double itself before the lapse of many years.

### Passed Around Among the Neighbors.

PROF. ALBERT DICKENS, MANHATTAN, KAN.

Back in Reno County in 1877, papers were scarce in our neighborhood. There we had the prototype of the modern magazine club in a "paper swap." Father had the good old American Agriculturist with its "Harris on the Pig," "Walks and Talks on the Farm," etc. He had this paper as a present from my older sister in Iowa. We exchanged it with a

### Kansas Farmer Big Factor in Success.

W. L. BROWN, KINGMAN, KAN.

It was in 1882, when I was a country school teacher in McPherson County, that a young man drifted into my home and asked the privilege of staying all night. He proved to be a most companionable fellow and one of the best friends I ever had. This man was H. A. Heath, then out on the mission of building up the circulation of KANSAS FARMER. I became a subscriber at that time and have been a constant reader ever since. I have received much valuable information from its columns and if I have made a success as a farmer—and the ledger account shows that I have—your paper has been an important factor in the results.

Our friend Heath since that time has prospered as he deserved, but I never take up a copy of your paper but that I think of Henry Heath, a young man, who followed Horace Greeley's advice and came west like thousands of others and made good.

I believe KANSAS FARMER should be in the hands of every farmer in Kansas. It not only preaches the gospel of better farming and more prosperity, but right living and justice.

I particularly admire the cleanliness of your advertising department. I have made many purchases from a great many men who had their advertisements in your columns and every one was responsible and treated me fairly and honestly, and with such advertisers it has been a pleasure to do business.

Success to KANSAS FARMER, for its continuance spells prosperity for the farmers.

### Friends for Thirty-Four Years.

THOMAS B. MARSH, ANTHONY, KAN.

It will soon be 35 years since I filed on my claim in the eastern part of Harper County. This was the same year the county was legally organized. The following year my family, consisting of wife and three little girls, was established in our new prairie home. The little colony of Illinois farmers that year succeeded in establishing our postoffice. It was named Mid Lothian and we began to receive mail tri-weekly. Almost the first thought that entered our minds after the establishing of the post office was the need of a good farm paper to give us pointers on farming under these new conditions. We subscribed for KANSAS FARMER and have been reading your paper since those pioneer days. We are still reading KANSAS FARMER. We own eight or nine good farms in this county and we see to it that our tenants on these farms read KANSAS FARMER. No progressive farmer or stock raiser can afford to be without it.

### Thirty Bound Volumes.

C. E. FOSTER, EL DORADO, KAN.

On July 8, 1909, the date on which my father died, we had in our house 30 bound volumes of KANSAS FARMER. Your paper had been a regular weekly visitor to our home all this time, as it has since. We have found it satisfactory as an instructor, also as an advertising medium. Thirty-three years of continuous reading of KANSAS FARMER has been a pleasure to our family, and it is unnecessary to say has been of much value.

### Forty-Four Years Continuous Reader

BY ADAM MADISON, GREENLEAF, KAN.

THE fall of '68 I came to Kansas from the lumber woods of Michigan. I came to the United States from Denmark in '63. I homesteaded in Kansas near the present town of Greenleaf, Washington County. I have a splendid farm and a good little home in town.

I have had fairly good success at farming, for which I give KANSAS FARMER much of the credit. On January 1, '69, I subscribed for KANSAS FARMER, and have read it ever since. The FARMER has been worth to me many times the subscription price. I see now wherein if I had followed its teachings more closely I would have been still better off.

Three years ago last July I took a trip to the Pacific Coast, but came back well satisfied that Kansas was good enough to live in.

I have lived here and read KANSAS FARMER 44 years, and I am thankful for it.

I cannot send you a photograph, as I have not had more than one in over 40 years, and that was in a family group.



than needed to supply my home trade and so have not advertised.

Some spring seasons I advertised in other papers of St. Joseph and Chicago, but KANSAS FARMER advertising paid so much better than any outside the state that I discontinued using any other paper than KANSAS FARMER in the sale of my plants.

I have marked the growth of KANSAS FARMER during these 30 or 31 years. It has made a steady growth and now these later years in my judgment it is the best farm paper published in this country. I told my wife that your issue of November 30, in which appears Edwin Taylor's talk in opening the Agricultural Congress, was worth a whole year's subscription.

In looking over the paper I examine into the advertising matter. I have never noticed any "cheap-john" jewelry

neighbor for KANSAS FARMER. In those days KANSAS FARMER was a Jayhawker and safe agricultural reading, for it contained less of the impossible things for the man on a near-prairie farm.

After a few years we had KANSAS FARMER come to our box, and while in college I had it in the reading room. It has grown as the state has grown—better and broader and with higher ideals for agriculture and for men.

The front page of KANSAS FARMER is one of the educational forces nowadays. It is really twentieth century hard facts in good clothes. I have heard many words of approbation in the past few months. The little prose sonnets make men think. They are good stuff.

All good wishes for KANSAS FARMER through the new year.



S. H. PITCHER, SECRETARY.



OTTO BARTH, ADVERTISING MANAGER.



C. C. YOUNGGREEN, ASSISTANT ADV. MGR.



J. E. SPALDING, CIRCULATION MANAGER.

# MAKING KANSAS FARMER

By G. D. McCLASKEY, General Superintendent

**T**HE making of KANSAS FARMER today is a far different operation than was the making of the first KANSAS FARMER of half century ago.

Fifty years ago KANSAS FARMER was a little 6x9 sixteen-page pamphlet, containing less reading matter than appears on three pages of the present issue. While it is true that, in those pioneer days in Kansas, the making of that little pamphlet was in one way a great undertaking—establishing, as it did, the first agricultural publication in the territory west of the Missouri River—yet when compared with the work required to produce any one issue of KANSAS FARMER in its present form, it was only an incident.

There are four things which a publication must have. They are: Equipment for handling the business and printing the paper, reading matter, subscribers, and advertising patrons. KANSAS FARMER has all of these.

Since coming into the hands of the present management, a printing equipment equaling, and in a good many instances surpassing, that used by any other western publication, has been installed by KANSAS FARMER. This equipment is housed in a two-story and basement building with 12,000 square feet of floor space. The building is crowded with everything necessary in the way of office furniture, printing material, and machinery—all of which has its place in the making of KANSAS FARMER. At present fifty people are required to take care of the business and operate the plant.

KANSAS FARMER maintains a large subscription list by reason of the quality of the reading matter furnished. There is no waste in KANSAS FARMER's reading material—it is all meat. To supply this quality of reading matter week after week and year after year means constant work for the editors and their assistants. The editorial work in this office is divided into two departments, with T. A. Borman in charge of the general editorial work and I. D. Graham in charge of the live stock editorial work. These men are practical farmers and stockmen. They farmed for years in Kansas, and know Kansas in an agricultural way as no others know it. Yet with all this knowledge of Kansas conditions, they must keep abreast of the times, observing each step in the advancement of agricultural work and live stock breeding. They go out into the country over the state, first one part then another, keeping in touch with conditions as they arise from season to season. No small part of their work is answering the hundreds of letters they receive from people seeking information. Thomas Owen, the best known poultryman in Kansas, who is recognized as an authority on all poultry matters, is on the editorial staff of KANSAS FARMER, being employed as poultry editor.

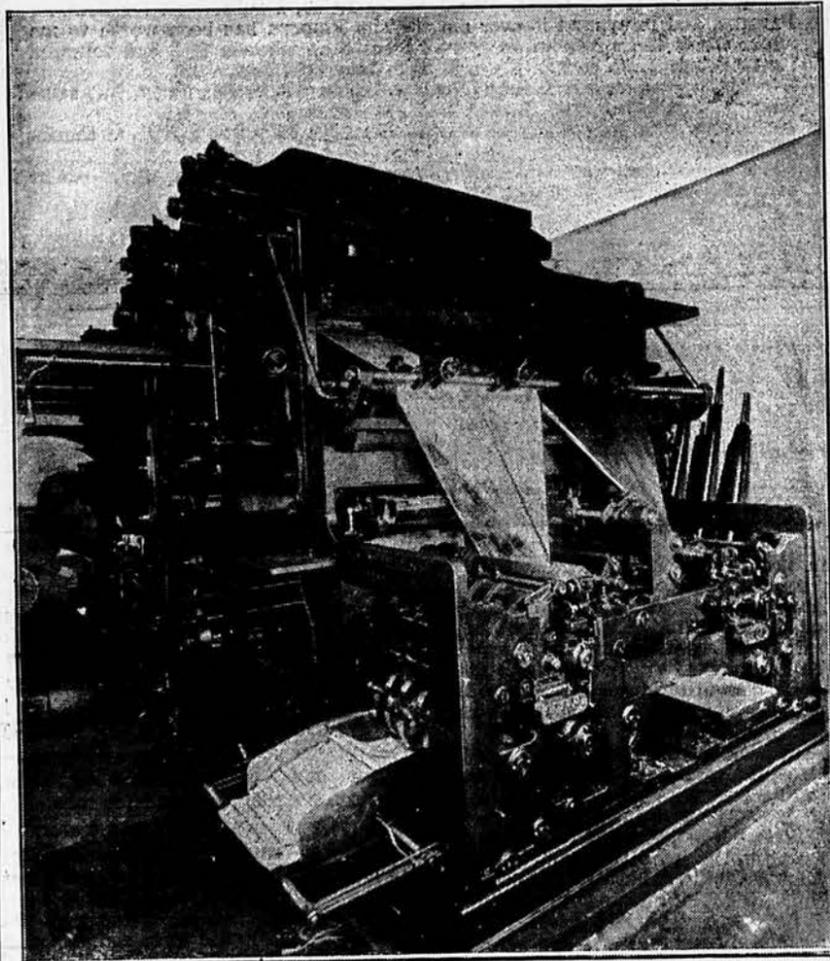
Another part of the work coming under the editorial head is the illustrating of the paper. The editors are constantly on the look-out for suitable photographs to reproduce in KANSAS FARMER. Also, at times, special drawings are required. For this class of material we are in better shape than other agricultural papers, in that KANSAS FARMER has an art department working with the editorial departments. Albert T.



ALBERT T. REID, PRESIDENT.



T. A. BORMAN, EDITOR IN CHIEF.



KANSAS FARMER'S BIG GOSS ROTARY SPECIAL HALFTONE MAGAZINE PRESS.

Reid, president and manager of KANSAS FARMER Company, besides his qualifications as a business man is an artist of recognized ability throughout the entire country. While but a small part of his work appears in KANSAS FARMER, yet there is enough of it each week to give distinctiveness to the paper. Mr. Reid's drawing in connection with Mr. Graham's timely comment on the front page almost every week, is an editorial feature that can only be had in KANSAS FARMER.

When a photograph or drawing is to be reproduced in the paper it is necessary to have an engraving made. These engravings are what are commonly referred to as "cuts." Engravers make a number of different kinds of "cuts." KANSAS FARMER uses two kinds—halftones and zinc etchings. Photographs are reproduced by the use of halftones. Line drawings, such as Mr. Reid makes for the first page, are reproduced with zinc etchings.

All of the articles for publication and the "cuts" as they come from the engravers are turned over to what in printers' language is termed the "composing room." This is where the type is set and made up into pages to be printed. These type pages, when made up, are called forms.

In the early days all type had to be set by hand, but now every well-equipped printing plant has one or more linotype machines. These machines are oftentimes referred to as type setting machines, which name is erroneously applied, in that the machines do not set the type. A solid slug—a full line of type—is cast at one time. It is from the three words, "line of type," that the name "linotype" was derived. KANSAS FARMER has one of the latest models of these machines, equipped to cast a number of different type faces. This enables us to produce not only all of the reading matter, but also a large part of the advertisements on the machine. Our linotype is operated sixteen hours each week day—two men doing the work—one working eight hours during the day and the other eight hours at night. Several other people are employed in the composing room, setting type by hand, making up forms, etc. Proofs of all the type are taken as fast as the type is set. These proofs are carefully read and all errors marked, and then the necessary corrections are made in the type. It can be readily understood that the men employed in the composing room must not only be good mechanics but must also be well versed in English and grammar.

After the type forms are made up they are locked in steel frames, known as chases, and each page is cast separately in an electrotype plate. These plates are exact duplicates of the type forms. In printing, the electrotype plates take the place of the type forms.

Until two years ago, KANSAS FARMER was printed direct from the type forms, the printing being done on ordinary printing presses, commonly known as flat-bed presses. With this kind of presses, the paper to be printed on is put through the press one sheet at a time, the sheet being of a size for either eight or sixteen pages. Then after the printing is done the paper must be folded and put together ready for mailing.

Two years ago with three of these



G. D. McCLASKEY, GEN. SUPERINTENDENT.

O. W. DEVINE, TRAVELING REPRESENTATIVE.

J. B. JOHNSON, TRAVELING REPRESENTATIVE.

W. J. CODY, TRAVELING REPRESENTATIVE.

# AND THE MEN WHO DO IT

EACH KNOWS HIS BUSINESS

ge flat-bed presses running day and night, it was impossible to print an edition of KANSAS FARMER fast enough to fill the papers on time. This condition resulted in the purchase of the large magazine rotary press now used. Presses of this kind are only built on special order. KANSAS FARMER's press was built at a cost of \$30,000, which gives some idea of the immensity of the machine. This monstrous printing press, the largest in operation in Kansas, weighs 100,000 pounds. With it we can print as many as sixty-four pages, running two colors of ink at the same time, and paste and cut the papers, and print at the rate of 5,000 complete papers per hour.

When the electrotype plates are delivered to the press room, each plate is cut by special machinery in a half circle. When all the plates are ready, they are fastened on the cylinders on the press. Then it requires several hours' time to get everything perfectly adjusted to enable the men operating the press to turn out a well printed paper. When this big press is in operation, the foreman and four other men are kept busy handling the work.

In printing on the rotary press, single sheets of paper are not used. KANSAS FARMER is printed from large rolls of paper. These rolls vary in width according to the number of pages to be printed. The largest roll used is sixty-three inches in width. One of these rolls weighs around 1,500 pounds. About 19 tons of paper and more than 300 pounds of ink are required to print this January 4 issue.

As fast as the papers are printed they are delivered to the mailing force. Two men, each operating a mailing machine, stamp the names and addresses on the papers, which are then passed on to other workers who wrap and place the papers in mail sacks to be hauled to the postoffice. An edition of KANSAS FARMER makes several large two-horse dray loads of mail.

The last forms are always made up in the composing room by Monday noon. The last plates are received from the electrotypers on Wednesday. The press started on Thursday morning and the last papers reach the postoffice Saturday forenoon. This is the routine of each week.

It would be useless to do all the work that has been mentioned up to the point of mailing the papers if there were no subscribers. Subscribers are just as important to the success of KANSAS FARMER as are the people who make the paper. We must have them. To get these subscribers and to keep their subscription accounts straight and the names and addresses correctly on the mailing list requires another force of workers. These make up the circulation department. KANSAS FARMER now has more than 60,000 subscribers. This means a lot of letters each day from people who are paying their subscription or having their address changed or, as occasionally happens, are having their paper stopped. The subscription list is always changing—never the same. Mr. Spalding, in charge of KANSAS FARMER's circulation, and his force are always busy. They make but few mistakes in names and places. But they oftentimes have trouble in getting things just right, because some people will forget to sign

ing—the class of advertising that comes principally from manufacturers. KANSAS FARMER secures its advertising both by personal solicitation and by correspondence. The latter method keeps a force of office employes busy daily.

The advertising from manufacturers comes from every part of the country. A great deal of it comes from the East. It is not practical to send men from Topeka to the far eastern points to see about this advertising, therefore KANSAS FARMER has representatives in both Chicago and New York City. These representatives—Mr. Herbert in Chicago, and Mr. Richardson in New York—look after our interests in the eastern field.

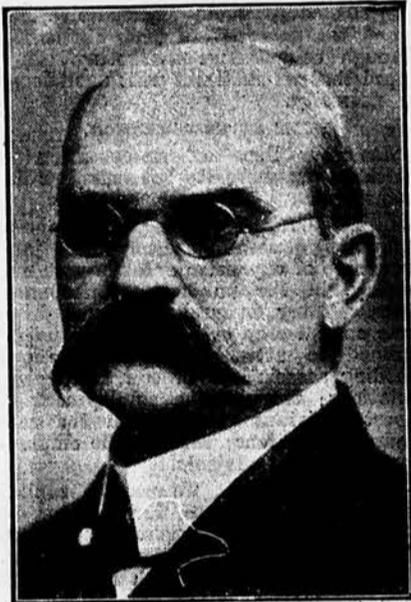
In addition to his work as live stock editor, Mr. Graham also handles the live stock advertising through three traveling representatives—Mr. Cody, working in Iowa and Northern Missouri; Mr. Johnson, in Southern Nebraska and Northern Kansas, and Mr. Devine in Southern Kansas, Southern Missouri and Oklahoma. These representatives are out all of the time calling on the breeders in their respective territories.

Another part of the work that is important in the making of KANSAS FARMER is that in the bookkeeping and accounting department, handled by S. H. Pitcher, secretary of KANSAS FARMER Company. It is the business of this department to see that all advertising accounts are correctly entered on the books, the money collected, and the accounts properly credited. With tons of paper to be bought, a large plant to be operated, and a large pay roll to be met every Saturday, it is very important to the management that the accounting end of the business be carefully looked after.

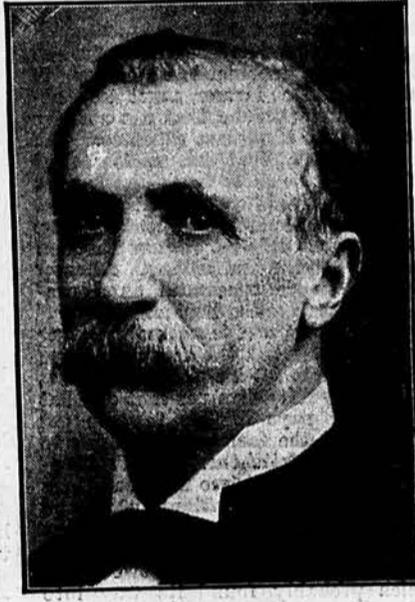
The foregoing will give some idea of the work required to make KANSAS FARMER each week. There are, however, many details in connection with the work, especially in the mechanical departments, difficult to explain and which we have not undertaken.

It devolves upon the writer, who is superintendent of the plant, to see that the work in all of the departments is properly timed so that everything will be in shape, when work is started on any issue of the paper. On account of KANSAS FARMER's large circulation and the length of time required for making up the paper, printing it, and mailing it, it is necessary to work several weeks in advance of the publication of each issue. Among the writer's duties is that of figuring out the amount of paper to be used each week, the amount of ink and other materials entering into the production of KANSAS FARMER; seeing that the work in each department is kept going so that it will be completed at the right time. In fact, he must look after all the little details, of which there are many.

The people who manage the business and who are at the head of the various departments of KANSAS FARMER are men who have all been on the farm, who are now deeply interested in farm life and who are in sympathy with every agricultural movement. This gives us an organization of a class of men that cannot be found on any other paper in our field. Some of us have not been here long. None of the men who helped to make KANSAS FARMER in its pioneer days are with it now, yet KANSAS FARMER still lives and improves with age.



I. D. GRAHAM, ASSOCIATE EDITOR.



THOMAS OWEN, POULTRY EDITOR.

their names or tell where they live. We doubt if KANSAS FARMER would be as interesting to its subscribers as it is, if it contained all reading matter and no advertisements. As advertising is done nowadays, it in itself is mighty interesting reading. KANSAS FARMER, like every other farm paper, must have advertising patrons or it would have to go out of business. Securing the advertising, having it appear in the paper attractively and correctly and at the proper time, is no boy's job. With us, it is

work for several men. Otto Barth is advertising manager of KANSAS FARMER. He is one of the few advertising men connected with farm papers who knows how to farm. Mr. Barth is a farmer, or, rather, he was until he became an advertising man. But his knowledge of farming comes from actual experience on the farm—not from reading only.

Mr. Barth has as his assistant, Mr. Younggreen, who with the traveling solicitors, handle what is termed in advertising circles as commercial advertis-



GEORGE W. HERBERT, CHICAGO REPRESENTATIVE.



W. C. RICHARDSON, NEW YORK REPRESENTATIVE.



THE AUTOMOBILE HAS TAKEN THE PLACE OF THE COW PONY "RIDING FENCES" ON THIS KANSAS RANCH.

# FARM CO-OPERATION

"United to Relieve; Not Combined to Injure," Spirit of True Co-Operation

**T**HE farmer is catching the spirit of his business and is placing himself in co-operation, in organization, combination, all looking to the transaction of his business in a more businesslike way.

**PRODUCER AND CONSUMER MUST GET TOGETHER.**

The cost of getting goods from the factory to the consumer has been greatly reduced by improved business methods, but the cost of getting the products from the farm to the consumer has been increased through lack of business methods. High cost of living is not



HENRY J. WATERS,  
PRESIDENT KANSAS AGRICULTURAL  
COLLEGE.

so much due to the price the farmer receives for his products, as it is to the high cost of getting these products to the consumer. There is no single remedy for the high cost of living any more than there is a sole cause for it. A remedy, however, that will bring large and immediate relief, and one that is the simplest to apply, is for the producer and consumer to establish direct business relations.

There must be co-operation between the consumer and producer, as well as co-operation among the producers. Farm products in general are not too high, at the farmer's railroad siding or in the wholesale market, and some very important products are too low. The present scarcity of meats for example, is due to the fact that live stock prices have been too low to encourage the farmer to raise meat animals. This at once imposes upon our farmers a type of agriculture that wastes the soil.

**REQUIRE GOOD BUSINESS MANAGEMENT.**  
At the present prices of land and labor, it takes more than ordinarily good business management in farming to pay a reasonable interest on the investment. Therefore if the burdens of which the consumer complains are to be lightened by requiring the farmer to take less than he now receives for what he produces, a material reduction in the value of our land, and bankruptcy of the farmer will be the result.

Indeed, if the farmer is to build up a good system of rural schools, provide adequate high school facilities in the country and within riding distance of all the country children, if he is to develop a satisfactory system of roads, if he is to provide in the country home comforts and conveniences equal to those

By H. J. WATERS, Before Kansas  
Agricultural and Industrial Congress

in the town home, if he is to build in the country wholesome recreation and properly support his church, in short, if he is to develop in the country a type of civilization that will grip and hold on the farm a fair share of the best people from there, he will have to have better returns than he now receives.

**FARMER CANNOT SHIFT BURDENS.**

A part of this increased return must come through increased efficiency in production. The farmer must not attempt to shift burdens that are strictly his own to the shoulders of others. He must see to it that his methods of farming are such as to bring the largest returns at the least cost. In a word, he must become a hundred percent farmer.

Then he must employ modern business methods in buying and selling. Already he is much more successful as a producer than he is as a business man.

He has not had, and is not now getting a fair share of what the consumer pays for the products of his farm. It costs approximately fifty-five per cent of what the consumer pays for his food to get this food from the farmers' side track to the consumers' kitchens. D. F. Newcomb, President of Frisco Railroad, in a recent address, called attention to and emphasized the fact by pointing out that the farmers of the United States sacrificed nine billions of wealth, two-thirds of which probably found its way into the channels of trade. Fifty-five per cent paid on this was added to it after it left the farmers' side track and they what the farmer sold for six billions, the consumer pays thirteen billions for. In other words, it costs more to get this material from the farm to the consumer than the farmers receive for producing it.

**CO-OPERATION NOT HIGHLY SUCCESSFUL.**

On the whole, the attempts at general co-operation among American farmers have been not highly successful. We have succeeded conspicuously in certain localities with special crops and in a few instances with all the farm business in an average community. Co-operation along certain lines has been more successful than along others. If we profit by our past mistakes and employ the most modern business methods, we should be successful in every legitimate line of co-operation. Unfortunately, it is true that when the farmer is most prosperous, he is least interested in co-operation, because he gets along very well without it.

Practically all successful co-operation

has been born of dire necessity. The California Fruit Growers were producing their crops at a loss, the destruction of their industry was threatened when they found the remedy in selling collectively instead of individually. The Trust Growers of the eastern shore of Virginia were facing bankruptcy and found the way out of their difficulties through co-operative marketing. It is hoped that we shall not wait until forced by necessity.

**WAYS OF CO-OPERATION.**

The four lines of co-operation in which we are especially interested at this moment are:

1. **Production.** Seeking the means of cheapening production through the joint ownership of expensive or little used machinery, in the purchase of valuable sires; uniting in producing enough of some special crop or stock in one neighborhood to attract buyers. Through breeding associations or cow testing associations; through the employment of expert assistants to help in the said kindred operations; through the employment of county advisors.

2. **Rural Credit.** To provide capital for purchasing land, to farm better, to hold crops for more favorable markets, to make public rural improvements, etc.

3. **Manufacturing.** Such as co-operative creameries, cheese factories; co-operation in slaughtering animals, curing meat, in storing perishable products.

4. **Insurance.** Co-operation in carrying insurance on farm buildings, live stock, etc.

5. **Buying and Selling.** This includes distribution, selling to the best advantage in the markets already in existence, and creating new markets; and buying to the best advantage those things which the farmer must have for the conducting of his business or the support of his family.

All of these lines of co-operation are necessary and are perhaps of equal importance. If I should be called upon to single out one of the most fundamentally important, I should say it is Rural Credit. Perhaps the greatest single handicap with the average farmer is that of sufficient capital to farm to the best advantage. But it is my judgment that these lines of co-operation will be developed in exactly the reverse order in which they have been named. That is to say, there is more prospect of immediate improvement in the methods of

marketing than in the other lines named.

The first large attempt at co-operation in this country was made in the latter part of the seventies, when the Grange established stores and undertook co-operative buying and selling. The result is familiar to all. It had both its rise and its downfall in a single decade.

The next attempt was in the early nineties, when the returns from the farm had again become unsatisfactory. This attempt originated with the farmers' organization known as the "Wheel," later known as "Alliance," and still later as the "Farmers' and Laborers' Union," and which gave birth to the Populist party. This movement, like the preceding one, was short lived.

Land was still plentiful and cheap, and as soon as consumption had caught up with production the price began to rise. Therefore, the force that held the farmers together was withdrawn, and they soon fell apart. Again they voted and did business as individuals without regard to their fellow farmers.

The third attempt of importance has not extended its influence much beyond the southern states, but in the south it has become a powerful factor. It is known as the "Farmers' Co-operative and Educational Union."

Those who best understand the present situation feel that we are at the beginning of another general movement in this direction.

All previous attempts grew out of the fact that the selling price of what the farmer produced had fallen below the cost of production, or that the margin of profit was so narrow as to be wholly unsatisfactory. In these periods it was utterly impossible to get the farmers interested in any plan looking to the increasing of his output for the reason that he felt that he was already producing more than he could sell to advantage and, therefore, the greater his production, the greater his loss.

**HORSES NOT WORTH THE FREIGHT.**

They tell the story of a Colorado farmer who shipped a car of lambs to Kansas City to be sold and in return received a bill for the amount the lambs lacked in paying the freight, yardage and commission charges. The farmer replied, expressing his regrets that he had no money with which to pay the bill, but that he had several more cars of lambs if they would be of any service in liquidating the debt.

In this period horses were not considered by the railway companies as sufficient security for freight and all such shipments had to be prepaid.

The farmer at that time was not in the least interested in any suggestion looking to the conserving or improving of his soil, for, as it seemed to him, the soil was incapable of bringing a profit even when exploited.

Then the cost of living was low, lower than it had ever been before. A sufficient increase in the price paid the farmer to make him satisfied did not impose serious hardships upon the consumer. This is what happened and all went well from 1897 to 1907, the period of the greatest expansion that the world has known. It was also the period of large growth of cities throughout the civilized world. Land values doubled in a decade.

**EDITOR'S NOTE.**—The remaining part of President Waters' address will appear in an early issue. This part will deal with the methods of co-operation and benefits to be derived therefrom.



FARMERS FROM MILES AROUND GREET THE KANSAS AGRICULTURAL  
COLLEGE UNION PACIFIC LECTURE TRAIN AT WILSON, KANSAS.



# The Store of a Thousand Windows

Drawn Expressly for Montgomery Ward & Co. By Dan Sayre Groesbeck

If we would promise to send you a collection of one thousand of the best windows of Marshall Field & Co., of Chicago, or Wanamaker, of New York, so that you could study them carefully in the quiet of your own sitting room, pass and re-pass them as you would on State Street or Broadway — wouldn't that be wonderful—wouldn't you eagerly accept our offer?

The Ward Book of 1913 is really more wonderful than that. In the preparation of every one of the thousand pages, we spend more money than is ever spent in the decorating of a single Wanamaker window, or the erection of a Marshall Field display. And there is this vital difference: while you are studying the thousand windows of **Montgomery Ward & Co.**, there are no urging clerks to hurry your purchase, no pushing crowd to induce unwise selection.

In the quiet of your own sitting room, with the help and advice of your husband and family, you can select every home necessity from a collection of modern merchandise, the equal of which was never before gathered in any one store or presented by any one establishment.

Don't read **Montgomery Ward's** Book of 1913 as a catalogue—take it as an array of the world's best shop—let each page visualize to you the tempting displays of the world's greatest bargain centers, and then remember that every bargain you see on these pages not only surpasses anything that you could ever hope to see in any other place, but is absolutely guaranteed to be just as you see it in word and picture.

This big book will be sent you without delay or cost. Fill in the coupon opposite and mail today.

**Montgomery Ward & Co.**

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**COUPON**

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Gentlemen: I want a copy of your new Catalog. Please send it to me at once, all charges prepaid.

Name H. J. Waters Street, 1 Park Road  
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## KANSAS DAIRY COW



CREAM RECEIVING STATION OF TODAY AT LOGAN, KANSAS.

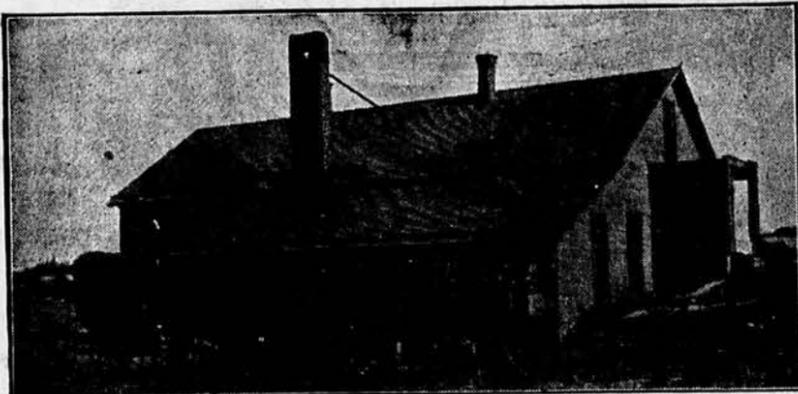


TYPICAL SKIMMING STATION OF THE 90'S IN MITCHELL COUNTY.

TO those selling milk or cream, the history of the dairy and creamery business of Kansas cannot prove otherwise than interesting. There are only three or four states aside from Kansas whose dairy and creamery experience has been so varied. There is at least important step in the progress of dairying in Kansas which is not common to many other states. It is also doubtful if there are more than two other states west of the Mississippi River producing so much grain and live stock as Kansas and which have experienced the development of the dairy to the same extent. Kansas is in the front rank as an agricultural state and in proportion to her agricultural development the value of her dairy products is greater than that of any other state except Iowa. It is certain that Kansas is possessed of climate and soil adapted to the growing of the best and cheapest milk-producing feeds. The state is also extremely favorable to the housing of the dairy cow at little expense. Should the farmers of Kansas set their heads to dairying and determine to keep on every farm as many dairy cows as the farm help could milk, Kansas would in fact become a dairy state and the value of her dairy products could easily be increased eight to ten times.

From the standpoint of adaptability and possible accomplishments, no state could compare with Kansas in dairy possibilities. At the present time, and in fact since the first furrow was broken this has been an agricultural state—a state of wheat, corn, hogs and cattle. These are the main issues. Dairying is a secondary issue. On hundreds of farms the milking of a few cows is an incident only. Dairying is of slow growth and real dairying is an artificial accomplishment, generally speaking. The milking of a cow or two in times of pressing need, is the only natural thing about dairying. The milking of a few cows and the sale of cream from the milk the calf does not need, because the income therefrom can be handily used, is the measure of importance generally placed upon dairying in those newer states whose farmers are reasonably prosperous and whose hopes are still buoyant in the profitable growing of wheat and corn. Real dairying in rich agricultural states can come only as a result of a sort of mellowing of its people. Dairying usually comes as a result of at least a half century of varying success in crop growing and whereby soils show the effect of wear and tear, and whereby land values become higher than the production of crops for market will warrant. Even under these conditions dairying comes slowly unless the economy, profitableness and permanency of the dairy is in some manner or other indelibly impressed upon the mind of the farmer.

It is our judgment that real dairying—special purpose dairying—thrives only under such conditions as are favorable to it. These may be conditions of soil, climate, topography, and people, which are naturally favorable to dairying. In one instance, favorable because of the adverse conditions of soil and climate, which compel people to pursue dairying; in other the conditions are those which are so favorable for dairying and so unfavorable for the growth of crops for market as in forcing dairying upon



CREAMERY SCENE, HERINGTON, KANSAS, ABOUT 1901.

By T. A. BORMAN

farmers in spite of the lack of natural disposition for dairying. We are confident that dairying is not followed generally because of a pure and unadulterated love for the work. It is followed because something impels people to it. It is our contention, therefore, that dairying will not develop in Kansas with greater rapidity than it has in years past developed, until the people of this state feel the need of a more economical use of the feed grown; feel the advantages of a regular and prompt income in cash; and until land becomes so valuable and farms so small that a more diversified and a more intense system of farming is forced upon them. It is certain that the natural inclination of farmers in wheat and corn states is not toward dairying until such time as necessity forces dairying upon them.

There are few people in Kansas who make dairying a specialty or who even regard dairying as an important farm industry. Dairying generally in this state is regarded in the same manner as is the poultry industry. The farm would not be a farm unless there were a few cows on it; a man would not be regarded as

a farmer unless he maintained a flock of hens. The sum total of dairy products, while running into the millions of dollars, is nevertheless the aggregated results of a large number of farmers who are milking a few cows simply because they have the cows and because they can use a little cream check conveniently. The milking of a few cows during the last thirty years and the sale of milk and cream to the creameries, has been a tremendous boon to Kansas. Dairying to this extent has enabled Kansas people to live and pay their debts when times in crop and live stock business were unusually hard.

It is an unqualified recommendation to the value of dairying, that Kansas people have through the past 10 years of prosperity continued to milk cows and increase the value of the state's dairy product annually. There is no question but that more farmers are each year engaging in feeding and caring for a few cows that they may avail themselves of the quick returns. It is certain that dairying is each year becoming more firmly entrenched as one of the ever-increasing and irremovable farm industries. The

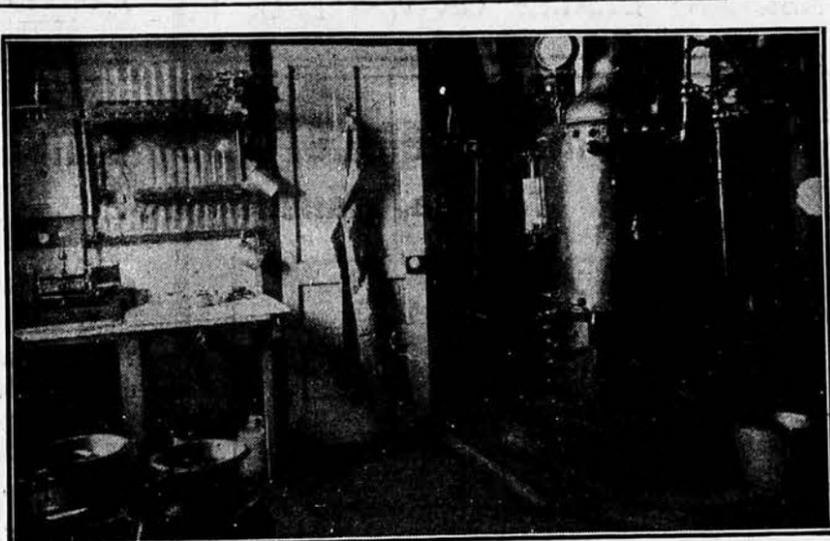
facts are, however, that people are not falling over themselves to get into the dairy business. Here and there throughout the state are farmers whose success is mainly attributable to their dairying. Here and there are men who are real dairymen with real dairy herds. The number of such is each year increasing. The demand for stock of dairy breeding was never in the history of the state so great as now. This is a certain index as to the condition of the dairy business. Kansas, however is a state of many farms and many acres. It will in our judgment be at least 25 years before conditions will be such as will result in the Kansas farmer giving a serious consideration to dairying. This is so because his surroundings must become such as will compel him to milk cows—a normally unnatural and distasteful business.

Our first recollection of the creamery business in Kansas dates back to about 1880. During the three or four years following, in Dickinson County—our home—were built by professional promoters some ten or twelve complete creameries and cheese factories, at a cost of \$6000 to \$9000 each, and which were worth less than half these amounts. These were owned by farmers' stock companies. In those years farmers were anxious to bring into their communities a business which would release in the neighborhood some real money. At these plants both cheese and butter were made. It soon developed that Kansas' climate was not conducive to the manufacture of good cheese, neither was the quality of milk as delivered favorable to good cheese. The cheese end of the industry was discontinued in a short time. Milk for butter making was bought and paid for on the 100-pound basis regardless of the butter fat content. It was easy to take advantage of such market and serious loss resulted from this practice alone. Soon followed the introduction of the Babcock test which relieved this trouble.

During some four or five years of light crop production, milk in good quantities was delivered to these creameries. We recall prices as low as 10 cents per pound butter fat having been paid. When in the winter time the receipts were light, a 15 or 16-cent price for butter fat was regarded as good, indeed. These plants established throughout the state, as in Dickinson County, were rarely successful; first, because of the inexperienced management, and second, because they had failed to give the patron a satisfactory return. So soon as a period of good crops came, farmers discontinued milking and hauling milk. The plants were without milk supply and were closed.

These plants remained idle for several years. The idea of establishing a central churning plant and separating milk at outlying points, was conceived. J. E. Nissley, a Pennsylvania buttermaker, came to Dickinson County and leased one of these closed creameries. He leased two or three others nearby, at which he bought milk and separated the cream and hauled the cream to the first plant for churning. The idea was that of saving the expense of operating four complete plants. The idea proved a winner and soon the entire creamery business of the state was organized on this plan and the creamery business of the

(Continued on page thirty-one)



INTERIOR OF UP-TO-DATE CREAM RECEIVING STATION, ESKRIDGE, KANSAS.

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P. H. Frisling, Hillsboro  
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**SATISFACTION IS A SILENT SALESMAN.** Misrepresentation reaps its rewards of dissatisfaction in the long run. We have been in business a good many years. We expect to be in business a good many more years. We could not afford to fool our friends and customers. **WHAT WE ADVERTISE WE SELL.** What we sell advertises us. We are prepared to prove our claims for the

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Vinzant & Davies, Idana  
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M. C. Briggs, Jaqua

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C. F. Schaffer, Liebenenthal  
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C. A. Blood, Oronoque  
N. H. Henricks, Ogallah  
E. Christensen, Oakley  
F. F. Stewart, Overbrook  
Ferd. A. Buck, Oak Hill  
Jensen Hdw. Co., Optimo, Okla.  
Root Brothers, Ozawie  
J. A. Baxter, Offerle  
E. Barrett & Co., Olivet  
J. M. O'Brien & Son, Olpe  
N. A. Burney, Ottawa  
Farmers Union Co-op. Assn., Osborne  
Levi Johnson, Osage City  
T. W. Moody, Onida  
V. B. Champagne, Oketo  
J. J. Gormley & Co., Purcell  
F. E. Kalliey, Phillipsburg  
Harbors & Woltman, Prairie View  
Wm. Corder, Pothattan  
Aug. Janssenius, Palmer  
J. E. Snyder Hdw. Co., Pratt  
F. B. Kopper, Pretty Prairie  
Geo. Breit, Pfeifer  
Mr. Reiman, Perth  
Bosworth, Flanagan & Co.,  
W. F. Bomgardner, Palco  
C. A. Richolson, Plainville  
D. S. Welsh, Postle, Okla.  
C. M. Douglass, Pierceville  
F. H. Wilt, Paxico  
Deruy Hdw. Co., Pittsburg  
Parsons Creamery Co., Parsons  
Field Merc. Co., Protection  
Osborne Co. Farmers Union,  
Portia  
A. G. Hare, Pomona  
C. T. Meadows, Quincy  
Mart Masterson, Riley  
E. O. Bruner, Redfield  
N. C. Howard, Richland  
Jacob Streck, Russel  
J. S. Strickler & Co., Romona  
Chas. E. Cless, Rossville  
W. H. Lipper, Rago  
A. Cooley, R. 'all  
B. F. Branso, Rosalia  
C. N. Dunmire, Reading  
Wm. McGahan, Robinson  
C. E. Anderson, St. Francis  
R. J. Miller, Selden  
Walker & Son, Smith Center  
L. E. Buckridge, Studley  
Theo. Hempler, Stuttgart  
Phil Brien, Sabetha  
Webster & Young, Summerfield  
John Gillespie, Seneca  
W. A. Lawson, Simpson  
H. A. Bonnell, Sawyer  
W. H. Vinson, Sunnyside  
Harper & Smith, Stark  
Stratford Merc. Co., Stratford, Tex  
P. O. Pace & Co., Santa Fe  
Scott City Cry. Co., Scott City  
D. A. Elliott, Speed  
J. M. Starkweather, Spring Creek  
McKinley Cash Store, Sitka  
J. H. Crottinger, Syracuse  
W. A. Tillotson, Shields  
Geo. W. La Rosh, Springhill  
Gray Hdw. & Impl. Co., St. John  
H. L. Rule, Sharon  
V. S. Clark, Shady Bend  
W. L. Fisher, Soldier  
Thos. Nelson, Tescott  
W. G. Turner, Towanda  
A. O. Bankson, Tribune  
Humburg Lmbr. Co., Timken  
Sample & Thompson, Toronto  
T. M. Berry Merc. Co., Utopia  
W. M. Stout, Vine Creek  
Taggart & Son, Valley Center  
C. S. Schaffer, Vermillion  
H. E. Brundage, Whiting  
Nelson & Flook, Waterville  
R. J. Courter, Wetmore  
C. Roy Kiger, Washington  
Ptacek & Jarus, Wilson  
Arthur Vilven, Wamego  
D. W. Thomas, Waldo  
J. E. Lowe, Winona  
M. L. Archer, Wheeler  
J. H. Heckman, Wakeeney  
Glad Bros., Weskan  
J. P. Weed, Woodruff  
Robert A. Price, Westmoreland  
Kufahl Hdw. Co., Wheaton  
H. A. Westrup, Woodbine  
B. F. Missler, Woodbine  
Geo. H. Wade, Winfield  
B. W. Crowe & Co., Weir City  
D. F. Garand, Wellington  
Young & Cayot, Westphalia  
A. D. Hostetler, Wellsville  
S. W. Hauck, Walton  
S. J. Hibbs, Woodston  
Farmers Union Co-op. Assn, White  
City  
O. D. Fowler, Walnut  
M. E. Strahan, Waverly  
A. Wick, Yorktown  
Byrne & Hunter, Zenda  
H. P. Orris, Zeandale

# THE FARM ADVISER

Practical Ways In Which He Can Assist the Farmer

By P. H. ROSS

**T**HERE are two conditions necessary if the farm adviser is to be of use to the farmer. In the first place the attitude of the farmer toward the adviser must be that of a friend. If he has faith in his college and realizes the value of the experiments carried on there, the farmer will feel sure that the agent sent to his county by the college will be willing and able to adapt the results of those experiments to the peculiar conditions of his farm. Furthermore, the farmer must be the kind that when he sees a way whereby an improvement can be made, he will take the necessary action.

Given these conditions, the adviser may be of practical help to the farmer in many ways. Bulletins cannot give the detail that is necessary to cover all points completely, while if the demonstrator is actually on the ground the farmer can be "shown" in such way that he cannot fail to understand, and many points will occur to him upon which he wishes to be enlightened that did not occur to the writer of the bulletin.

In the mixing and application of sprays, for instance, the adviser can show the farmer how it should be done by actually doing it and giving the reasons for each step. He can tell why the spray should be applied at a certain time in the development of the fruit and give the reasons. Along with this he will give a life history of the insect, the ravages of which are to be controlled by the spraying, and the lesson is complete. Spraying, before the reason for doing so is known, is an irksome task not likely to be attempted. With knowledge, comes interest, and those tasks in which hand and brain work together, are likely to be carried out.

The preparation of the seed bed for, and the culture of crops not usually grown in a neighborhood, are often sources of serious loss to farmers. The acreage of alfalfa in Leavenworth county is greatly restricted owing to the fact that all the requirements for the successful growth of that plant are not generally known. The lack of soil inoculation has doomed many promising crops to failure. With a man at hand who knows the requirements of the plant, at the service of any farmer who wishes to grow it, there is no good reason why success should not be the rule and not the exception.

The adviser, acting as the agent of the farmers, can get them to act in cooperation. In this county nearly every farm has a greater or less area that requires drainage. The state engineer's office has offered to give expert advice in this work if the actual traveling expenses of the expert be paid by the parties interested. This is liberal enough, but only in a very few cases was the offer taken advantage of. By obtaining a list of those who desired drainage advice I have been able to get this drainage expert upon a dozen farms this fall by having him inspect several farms at one trip. There are several more farms on the list, and this list will be indefinitely extended as the time of the drainage engineer will allow. I may add in this connection that though it is impossible to obtain a man who is expert in all lines of farm work, he will be in a position to get the information desired.

A number of farmers in a chinch bug infested neighborhood have agreed to burn their meadows and fence rows this winter to destroy that pest. These things could have been done without a man to make the matter his especial business, but the question is, would they have been done?

For all farm products for which there is no ready general market the county man's office can be made a clearing house. A list of all the pure-bred stock in the county may be kept and when a farmer wishes to buy some breeding stock he may consult the list. Several such exchanges have been effected in Leavenworth county this fall. Besides pure-bred stock, all other stock, poultry, seed grain, hay, fruit, etc., may be included, and all of these things may be used near the place they are produced, which arrangement is highly desirable.

It has been proven beyond a doubt that by vaccination the ravages of hog cholera can be greatly reduced if not entirely eradicated. Yet the vaccine has not come into general use. Why should not the adviser do this work free of charge to the farmers if he has qualifications satisfactory to the State Veterinarian? And under the same condi-



P. H. ROSS, LEAVENWORTH COUNTY, KANSAS

**P.** H. ROSS of Leavenworth County is the first county adviser in the state, and the eyes of all Kansans are on him. His work in and for Leavenworth County will have much to do with the future of the farm adviser plan in Kansas.

Mr. Ross grew to maturity in Kansas, in Jewell County. He was farm born and reared and to these facts he attributes such success as he has achieved. He attended a country school until 19 years of age and then took a four years' course in the Kansas State Agricultural College, completing his work there in 1902. From college he returned to his father's farm. Within a year he received an appointment from the United States Department of Agriculture and was assigned to an experiment station at Kenai, Alaska, where he was located for four years. Leaving Alaska, he returned to Kansas, farming three years on the old homestead. Last year he organized an agricultural course in the Jewell City high school and taught there for the year, leaving that school to become adviser of Leavenworth County.

tions, why should not the same person do the testing for tuberculosis in dairy districts where such tests are compulsory to dairymen?

The word "adviser" is not very aptly chosen, as a great deal of the work consists of actually doing things, and the greater part of the work should be of that nature as long as the good of the greatest number is subserved. If a farmer wishes to know how to select seed corn he will not be handed a bulletin full of technical terms and advice, but the county man will go with him into his own corn field, pointing out this good ear and rejecting this poor one, and giving the reasons for doing so. If the farmer's seed wheat or oats be infected with smut the expert would actually treat a portion of it in the proper way and with the proper materials and the farmer would then know how that particular job should be done ever after. If a concrete silo is to be erected according to college plans, the same man would be on the job to assist in the work.

Naturally the adviser comes in contact with a great many farmers, and many of these have evolved excellent

ways of doing certain things, while a neighbor with the same problem, from lack of knowledge of the better method, is losing money. A notable instance came to the writer's attention this fall. Soil washing is the greatest factor in the impoverishment of the soil in Leavenworth County. Some of the farmers are preventing soil erosion very successfully, while others under identical conditions seem to be helpless. In the instance mentioned one farmer had reclaimed a very badly washed hillside in the following way: Each morning as he came out to plow he would bring a load of straw. The furrows were run at right angles to the slope and at every gullied place a quantity of straw was placed in the last furrow until every gullied place across the field was treated in that manner. He would then hitch on to the plow and plow until noon, bringing out another load of straw after dinner and repeating the process. When the plowing was finished, up that slope every gullied place was dammed with straw at intervals of 12 to 16 feet. The washing was almost entirely stopped and the whole area is now producing crops. The knowledge of this excellent method

is being carried to the other farmers of the county by the adviser, through institutes, school house meetings and personal interviews, and as their conditions are very similar it will find application. This is only one instance in many, but no better, quicker or more efficient means of disseminating this valuable, practical information occurs to me.

Another very valuable part of the work—though at first thought it might not be so regarded—is the collection of data. We do not know what sized farm is the most prolific, or whether dairying, fruit-growing or poultry-raising pays best. In fact we do not know if any of these types of farming are in the aggregate paying anything over labor and interest, or even if they are paying that much. It is obviously important that we know these things. By collecting data at each farm on his rounds, the county man can find the answer to such questions as these: On the average, what sized farm pays best? What type of farming pays best? What type of horses is it profitable to breed? How many work horses per acre is it profitable to keep? Is there any system of tenant farming profitable alike to tenant and owner? He also asks numberless other questions of equal importance. The value of such data will depend upon the number of farms included. The greater the number, the more conclusive will be the results. The answers to these questions cannot be obtained except from the compilation of data of the actual conditions of a community.

These are a few of the practical ways in which the farm adviser may help the farmer, but are by no means the limit of the possibilities of the office. Good schools, good roads, good country churches, the organization of boys' clubs, the holding of school house meetings for farmers through the winter, will receive a part of his attention, and his usefulness will be limited only by his own personality and the attitude of the farmer toward him.

The Dairymen's Cow Testing Association which has been organized at Tonganoxie in Leavenworth County under the supervision of P. H. Ross, Leavenworth County's farm adviser, will, if continued for twelve months, be worth to the farmers of that county all it costs to maintain the county adviser one year. Every year that this testing association is continued, Leavenworth County can consider that its obligation of expense in maintaining the county farm adviser is discharged and can regard that part of the farm adviser's work which is outside of the proper conduct of the cow testing association as net gain.

The newspapers are burdened with reports of plans for the usual useless and freakish legislation which it is proposed will be urged upon the legislature a few weeks hence. Kansas really needs some legislation of a constructive nature. A half dozen pieces of such legislation should suffice. No public body is imposed upon so much as is the legislature. Every fool idea has some support, and that support presses itself upon legislators to the point that considerable legislation of no value whatever, and in fact detrimental, is enacted at each session.

As a virgin crop for raw sage brush land, alfalfa is said to stand foremost among the legumes, because of its marked influence upon the growth and productiveness of succeeding crops. Sage brush land is unusually well supplied with potash and phosphoric acid and low in nitrogen. Alfalfa has the ability to increase the supply of nitrogen. Alfalfa, as is well known, stores nitrogen in the soil. Exhaustive studies by the Idaho Experiment Station have caused that station to recommend alfalfa as a first crop for land cleared of sage brush.

The Edward Morris Packing Company has a pension fund for its employes, which now amounts to \$307,285. Twenty-one hundred employes are the members of this pension fund. There are 42 beneficiaries of the fund, and of these 17 are widows and two are orphans.

Senator Bristow has introduced a bill the plan of which is to elect by popular vote every postmaster whose salary is over \$300 per year. The measure provides a five-year term and prohibits reelection.

## GREAT POWER FOR GOOD— NEVER SO HELPFUL AS NOW

*During the many years of its history the Kansas Farmer has been a great power for good to the farmers of the middle west but it has never been before so practical and helpfully useful as it is in this year 1912. Any family identified with agriculture and rural life in Kansas that is sure to be benefitted by its teachings. Having been one of its readers for more than forty years I am sure of this statement.*

*J. D. Coburn*  
April 30, 1912.

# THE SUN NEVER SETS ON EQUITABLE POLICYHOLDERS. THE PLAIN TRUTH ABOUT OLD LINE LIFE INSURANCE

"The germ of both life and fire insurance had its rise in the custom of taking up a collection for the stricken family. When I lived in Kansas I well remember how when a farmer who owned the next eighty acres to my father's farm was killed by a runaway team, we all turned out and plowed the widow's field, planted her crops and cared for her live stock. Life insurance avoids the uncertainty of leaving things to the neighbors. It is a business plan founded on the laws of mathematics to provide for those dependent upon us in case of death. Life insurance is no charity. Life insurance is a duty, and it is a privilege. Lord Nelson in his will left his wife and daughter 'to the tender care of the British Nation, to which I have given my life.' And the wife and daughter gravitated to the poorhouse. Don't leave your loved ones to the care of the public or the neighbors. The neighbors may have troubles of their own."—Elbert Hubbard.

If the farmers of Kansas would take sufficient time to figure on life insurance from strictly a business standpoint, just exactly as he does on other business propositions, there isn't a farmer in the state who would be without an Equitable policy twenty-four hours. This may seem like a broad statement, but we will prove it to be true if you will give us an opportunity.

Life insurance is today, throughout this most enlightened nation in the world, recognized as one of the surest, safest and best investments a man can make. In many instances the progressive farmer who demands and receives the best in all other things is content with insurance which is at best only temporary. Why? Simply because he has never taken the time to figure the insurance proposition for himself.

There are many forms of old line insurance and there is absolutely nothing that is complicated or difficult to understand about any of them, and you should take the plan which is best suited to your needs.

The Ordinary, or straight life policy, costs only a nominal sum per \$1000 each year and is paid at the death of the insured. However, if the insured desires to surrender his policy for the guaranteed cash value at the end of twenty or thirty years he will find that the net cost of his protection has been small indeed and he has a considerable sum of money that he can do something with.

The Limited Pay policy costs a trifle more per \$1000 each year than does the straight life policy, and while the insurance is paid at the death of the insured, the policy becomes fully paid up in a few years and in the old age of the insured he has no premiums to pay, and the policy continues to pay him. This policy also may be converted into cash at any time after the third year, and if surrendered for cash value at the end of the premium period, the insured will find that the interest on the money he has paid the Society from year to year will just about have paid for his protection, and the man who owned the policy is materially benefited because he has a goodly sum of money—several hundred or several thousand dollars, depending on the amount of insurance originally applied for—that can be used for the education of his children, the comforts of old age, or to pay his honest debts.

The Endowment policy means exactly what its name implies, i. e., the applicant for an Equitable Endowment policy agrees—with himself to pay to himself—through the good offices of The Equitable Life Assurance Society—in cash the amount of the policy applied for if he is living at the end of ten, fifteen, or twenty years, and the Society not only agrees to pay the amount called for by the policy to the insured if he is living at the end of the endowment period, but agrees to and will pay the entire



THE PROTECTION OF LIFE INSURANCE

amount to the beneficiary named in the policy in the event of the death of the insured at any time during the premium paying period. The Endowment policy is the most profitable policy issued and at the end of the premium period pays to the insured considerably more money than he has paid to the Society.

All policy contracts issued by the Equitable Life Assurance Society, whether on the Ordinary Life, Limited Pay Life, or Endowment plans, have loan, cash, extended insurance, and paid up insurance values after three years. All of these values are guaranteed and you do not have to do to win.

The Society issues other forms of policies but the policies mentioned above are the most popular and meet the usual requirements. At a very small addition to the regular premium charge a clause which provides for the payment of premiums by the Society if you should, through injury or disease, become totally disabled, may be made a part of these policy contracts.

The Company behind the policy is, to quote one of our leading citizens, "the paramount issue" in life insurance, and while the Equitable Standard policy contracts comply squarely with the laws of the great state of New York, and safeguard in every way possible the interests of the policyholder, these policies are recognized and spoken of as the GOVERNMENT BONDS of life insurance solely and only because of the magnificent financial strength, the sterling character and the unimpeachable integrity of the Equitable Life Assurance Society, strongest in the world, and world wide in its service.

The Sun Never Sets on Equitable Policyholders.

The Equitable has been doing business for more than half a century, has total assets of more than half a billion dollars and has a surplus to the credit of policyholders of almost One Hundred Million Dollars. Five Hundred Million Dollars is a considerable sum of money; it is indeed just about two and one-half times the total deposit of all the banks in Kansas combined.

All policies issued by the Equitable are on the participating or profit sharing plan. During the year 1911 (we paid more last year) the Society paid, or returned, to policyholders in dividends over Twelve Million Dollars which is more than the total resources of all the life insurance companies in Kansas, Missouri and Oklahoma combined.

A policy in the Equitable is a good thing for you if you live, and it might prove to be a very great blessing to your family when you,—but I want to tell you about Life Insurance. Fill out and mail the attached coupon TO-DAY. Yesterday was once to-morrow. We live in the glorious present. Act now. Let me hear from you.

## The Equitable Life Assurance Society of the U. S.

"Strongest in the World."

The Company which pays its death claims on the day it receives them.

CHARLES A. MOORE, General Agent,  
316-318 New Engalnd Bldg., TOPEKA, KANSAS.

CHARLES A. MOORE, General Agent, Topeka, Kans.

Please send me full particulars regarding a life insurance policy for \$.....in your Society at age.....

Name .....

Full address.....

# COMING OF THE SILO

## Growth of an Essential in Better and Cheaper Live Stock Feeding



THE SILO IS IMPORTANT FACTOR IN THIS WINTER FEEDING SCENE ON FARM OF E. S. ENGLE, ABILENE, KANSAS.

By T. A. BORMAN

IT IS guessed that as late as three years ago there were less than 200 silos in Kansas. The unfavorable forage-producing season of last year and this lent a tremendous impetus to silo building, and including those built last year and the season just passed, together with those previously built, it is believed that there are now in Kansas 3500 to 4000 such structures. The silo would have come into the agriculture of Kansas whether short forage years had been experienced or not. It is an economy which cannot be overlooked in the economical and the most certain feeding of live stock on high priced land. The few unfavorable years served only to hasten its coming.

It is certain that the silo does not solve all the feeding problems any more than a full corn crib solves the whole feeding problem. Silage is only one side—but the most important—part of the ration. It is the succulent, palatable condensed roughage we need and reduces to a minimum the time and labor required for feeding. It saves practically the entire feeding value of the corn, sorghum, Kafir, or other crop adapted to siloing. In this respect it is economical in the saving of feed produced on the farm. It saves all the tons and saves all the constituents of food possessed by the plant. It increases the ability of the farmer to keep live stock in increased numbers and at the greatest profit.

One great value lies in the fact that the silo is an economical means of storing feed grown in the fat year for use in the lean year. In another word, it becomes the assurance of feed, which is absolutely essential in animal husbandry. If the live stock of the farms of Kansas is to be maintained in better condition than heretofore and if the cattle and sheep population is to be increased, it is certain that the silo must be used. It will, if necessary, take the place of pasturage during the summer season and reduce the amount of labor in feeding to a minimum. The silo is generally recognized as essential to the animal husbandry of the present day. It is not an experiment. When once tried it becomes a permanent and money-making farm fixture.

The history of the silo in the United States is conflicting and confusing. It is almost impossible to know where, when, or by whom the first silo was built. It seems, however, that the successful siloing of green forage was accomplished in different sections of the eastern United States at about the same time. It is said that in 1873 there first came to this country reports of successful experiments made in France of preserving green forages. The success of these experiments is stated as having occurred in that country in 1875. One authority credits Manley Miles of Michigan as having built the first successful silo in the United States. This was in 1875. No record is found by us as to the kind of silo this was. However, the probabilities are that it was a pit silo. Francis Morris of Maryland, at about the same time, is credited with preserving green whole corn in a pit dug into the ground and covered with earth. He reports the corn fairly well preserved and that his stock ate it well. Dr.

Bailey on his farm at Bellerica, Massachusetts, is credited with having used the first successful silo built above ground and his experience he reported in the Country Gentleman in December, 1879. Frank Spear, of Maple Lane Farm, Palmyra, N. Y., went to Massachusetts to investigate Dr. Bailey's silo. There he saw the cows pushing aside choice hay, preferring to eat the silage. The following season Mr. Spear converted an old cobble-stone carriage house and horse barn 18x24 feet inside, and 20 feet deep, into a silo. This was filled with whole corn and heavily weighted with stone. The barn seemed to answer the purpose and was reputed as a success from the first. Mr. Spear says he thinks his was the first silo in the state of New York and second in the United States, not counting Mr. Morris' earth silo. He evidently had not heard of the silo of Manley Miles in Michigan.

E. N. Cobb, better known as "Buff Jersey," and who was for years an enthusiastic farm dairyman and a voluminous contributor to the dairy press some twelve or fifteen years ago, one time told us that he was the first man

to put up silage in Kansas. He was at that time living in Washington County. He had a herd of pure bred Jerseys and was succeeding during the hard years in this state in keeping the wolf from the door by the sale of butter made from the milk of these cows. He did not at the time recall positively the year in which he put up this silage. He thought, however, that it was in '78. At any rate the year was dry. His corn was in the milk when hot winds blasted the crop and it was rapidly drying up. He at once set to work with team and scrapers and dug a hole in a bank on his farm. Into this pit he placed his entire corn crop. The pit was sealed by dragging a portion of the dirt taken out back on to the silage. He was much pleased with the result. A few years later Mr. Cobb moved to Monmouth, Ill., and on his farm there constructed a silo which he chose to call the "Buff Jersey Silo." It was made of 2x6's set on end and hooped with fence wire. Mr. Cobb wrote hundreds of columns about silos and silage and was in demand as a lecturer on this subject before meetings of farmers throughout the United States. During the winter of the year 1902 or

1903 he lectured before the Kansas State Dairy Association at Manhattan and it was at that time he told this writer his story substantially as above.

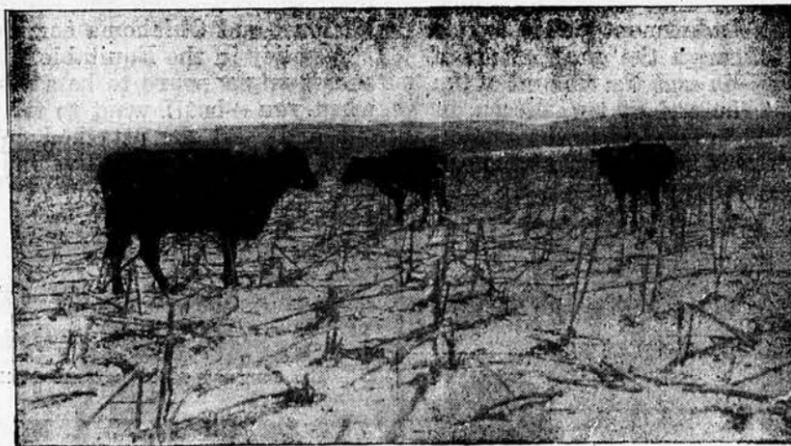
In 1881 J. B. Sims, Mission Township, Shawnee County, built a silo and after a few years' use abandoned it, figuring that it was not economical in the storing of feed for live stock. His silo was known as the "Wisconsin" type, and was successful as a silo. This type of silo was usually built of 2x6 studding, lined inside with several thicknesses of matched lumber and weather-boarded on the outside. Mr. Sims' silo, so far as we have been able to ascertain, was among the first silos built above ground in Kansas. If not the first, it is certain that it was among the first.

Our first recollection of the silo dates back to about 1886. The first silos we saw were those introduced into Dickinson County by Pennsylvania farmers who came to that county in considerable numbers during 1886 and for several years immediately following. These farmers brought with them their Pennsylvania farm equipment and their Pennsylvania ideas. One of their deep-seated ideas was that of stall-feeding steers on silage. There silos were built about two-thirds in the ground and one-third above. The excavation was walled and the inside plastered with cement. The wall extended above the ground about one-third of the total depth. The silos were roofed with shingles. The feeding was done through one door and the silage taken out in bents as hay is fed from the mow. The bottom of the silo was on a level with the lower floor of the bank barns which these silos in most instances accompanied. In the basement of these barns steers were fed silage and grain in stalls. Silage was also fed to horses. After a few years the feeding of silage was discontinued. This because these farmers discontinued producing beef. Their attention had been directed to the growing of wheat and live stock became a secondary consideration. In later years when creameries were built in Dickinson County these same Pennsylvania farmers engaged in dairying. Simultaneously with the milking of cows they began filling their silos and the feeding of silage to their dairy cows.

In 1888 at the Experiment Station of the Kansas Agricultural College a silo was constructed. This silo was built in the corner of a stone barn, two sides of the silo being wood and two stone, these latter being the sides of the barn. Twenty-eight hard pine joists set 16 inches apart were used and these boarded on the inside with matched lumber. This silo was 21 feet deep and the floor area was 13x18 feet. This silo was used by the Experiment Station for a number of years and resulting from the feeding of silage from this silo came the first information in a scientific way and that had to do with Kansas conditions. The results were such as to indicate that silage could profitably enter into the best and cheapest milk and beef-producing rations in spite of the large area of cheap land and consequent cheap dry forage. Be it understood that the first silos constructed in Kansas were not regarded as profitable because of the expense of filling the silo and because of the production of cheap cured roughage.

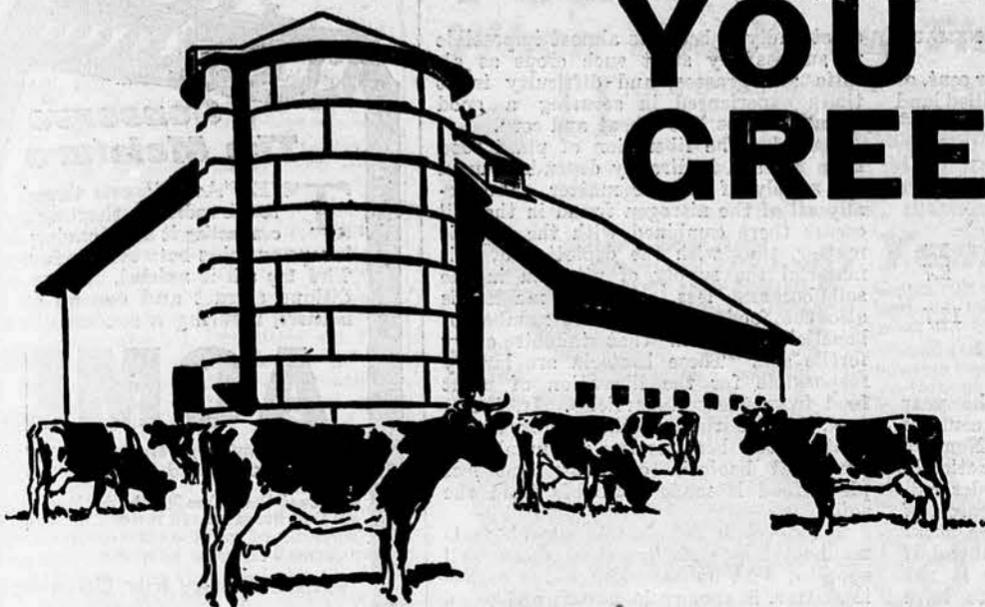


HARD WORK—UNPLEASANT WORK—OBLVIATED BY USE OF SILO.



POOR FEEDING AND INHUMAN TREATMENT OF STOCK.

# YOU CAN FEED GREEN FODDER



**When snow is on  
the ground or  
drouth cooks  
the pastures**

You can make \$25 to \$30 a head MORE on Finished Beeves—Keep up the Milk Flow when Butter is Highest Priced—Double your Dairy Profits—Make Quicker Finished, Better Graded Steers, Hogs, Sheep—the Whole Year Through—by Feeding Silage from a

## PERFECTION METAL SILO

Silage doubles the money value of Kafir, Milo, Sorghum, all Forage Crops. Turns Corn Stalks into Cash by storing them as Green, Succulent Fodder, full of rich, ripe juices and Greatest Feeding Value, when Cattle relish them most, digest them easiest and lay on fat and make butter fat most profitably.

**READ WHAT THESE MEN SAY**—Read how Perfection Metal Silos make money for them—how their Crops go further—their Stock does better—their Work is cut in two—Read what Perfection Silos will do for you:

### PERFECTION SILAGE BEST AND CHEAPEST FEED.

My Perfection Metal 200 Ton Silo has now been in use over a year. It is standing solid and apparently will last for years. During the cold spell with snow on the ground for a month, I have fed straw with silage and my cattle have been gaining all the time and my milk cows are giving about the same amount of milk as they did before the snow. I have fed cattle nearly every year and this is the cheapest and best feed I have ever known.  
C. H. HYDE, Alva, Okla.

### STEEL SILO A NECESSITY—BECAUSE PERMANENT.

We bought one of your Perfection Metal Silos last season and filled it with Kafir and fed it out with good satisfaction. I am satisfied that the Silo is not only satisfactory but a necessity and also that a Silo should be built of steel, or in other words, on the lines of permanent construction.

We not only recommend your Silos, but very heartily recommend you and your business methods.  
J. H. LARY, Mgr.,  
Monarch Plaster Co., Watonga, Okla.

### FILLED FIFTH YEAR—PROVED STRONG AND DURABLE.

The Perfection Metal Silo we purchased from you in 1907 is now filled with the fifth crop of corn silage. The Silo is neat in ap-

pearance and has proven strong and durable. The steel shows no deterioration.—Dec. 16, 1911.

A. C. MINEAR, Kilbourne, Iowa.

### SILAGE AS GOOD NEXT THE WALLS AS IN CENTER.

The Perfection Metal Silo I put up two years ago is giving satisfaction in every respect. The silage does not freeze in it worse than in silos of other material. Even when frozen around the edges the silage is removed without trouble. It is not necessary to use a grub hoe or other similar tool to get the silage off the sides as in the case of other silos. The silage is as good next to the walls as in the center. In many other silos the silage spoils along the walls. I think the Perfection Metal Silo the best silo manufactured.—January 6, 1912.

W. H. HART,

Whitewater Stock Farm, Dover, Minn.

### PERFECTION SILO IS MISSING LINK.

I am more than pleased with my Perfection Metal Silo and believe it the best for this country. I have studied and had experience with the different kinds of fads the last fifteen years. I have tried corn, crushed corn, cut alfalfa, ground oats, corn and cot meal and condition powders and alfalfa hay and Kafir for roughness, and silage is better and cheaper than any of them.

I call the Silo the missing link. I have been trying to find some way to fatten my stock on what otherwise goes to waste on the farm and the Silo is the thing. I believe if the farmers of Oklahoma and Texas would put up Silos, use registered males in their herds, they could not help getting rich.

H. C. LOOKABAUGH, Watonga, Okla.

### HAS ONE PERFECTION SILO—WANTS SIX MORE.

I am feeding a string of White Face heifers and steers out of my Perfection Metal Silo and am well enough pleased with it that I intend to erect 5 or 6 more. I regard it as the best investment a stockman can make. Stockmen that have had experience with silage will not think of doing without it.

J. G. JOHNSON,  
Johnson-McQuiddy Cattle Co.,  
Canadian, Texas.

### PERFECTION SILAGE THE MOST PERFECT FEED HE EVER USED.

Last fall I erected a Perfection Metal Silo. I find silage the most perfect feed I ever used. I have an abundance of choice alfalfa hay, but the moment the stock hear me open the silo every other feed is left and there is a grand rush for this silage. I am perfectly pleased with my Perfection Metal Silo and think it is the only kind for this country.

S. C. YOUNGER, Homestead, Okla.

## Send for the Perfection Catalog Today

Learn how Perfection Silos are Permanently Proof against Cracking, Shrinking, Blowing Down, and Air Tight and Water Tight—Weather, Wind, Fire and Vermin Proof—how and why they make the Best Silage. Perfection Silos are Self-Supporting (read our Binding Five Year Guarantee), have no Staves to Shrink, no Hoops to Tighten, no Guy Rods or Cables—Air-tight Doors that always work. Sectional Construction—Shipped Complete, knockdown, including Chute and Ladder (Roof if desired), all material ready to go together, including Tools, Bolts, Paint, etc. Permanent, Handsome in appearance. Easily erected with farm help. Low Freight. Catalog tells all—Send for it Now—Say how many head you feed. Learn what a Perfection Metal Silo means to you in Cash. Address

# Perfection Metal Silo Company

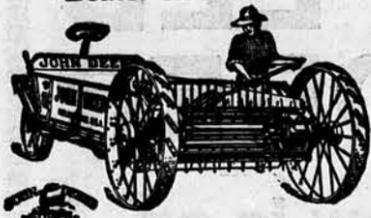
Room 210 B, Mulvane Building,  
TOPEKA, KANSAS

# Our Soil Problems

Continued From Page Ten

## John Deere Spreader

The Spreader with the Beater on the Axle



Take any manure spreader you have ever seen, remove all the clutches and chains, all the countershafts and stub axles, do away with all adjustments and mount the beater on the rear axle.

Rebuild the spreader so that the top of the box is only as high as your hips. Make it stronger. Remove some two hundred trouble-giving parts and throw them away. You will have some sort of an idea of what the John Deere Spreader, the Spreader with the Beater on the Axle, is like.

### The Beater on the Axle

The beater and all its driving parts are mounted on the rear axle. This construction is patented. You cannot get it on any other spreader made.

Power to drive the beater is taken from the rear axle through a planetary transmission (like that on automobiles). It is positive, runs in oil, and does not get out of order.

### Few Working Parts

The John Deere Spreader is so simple that there are no adjustments. It has some two hundred less parts than the simplest spreader heretofore made.

There are no clutches to throw it into gear. The lever at the driver's right is moved back until the finger, or dog, engages a large stop at the rear of the machine. All the chains and adjustments have been done away with.

### Only "Hip-High"

Because the beater is mounted on the rear axle, it is only "hip-high" to the top of the box. Each forkful of manure is put just where it is needed. You can always see into the spreader.

Roller bearings, few working parts, the center of the load comparatively near the horses, and the weight distributed over four wheels, make the John Deere Spreader light draft.

Spreader Book Free—Tells about manure, when and how to use it, how to store it, and a description of the John Deere Spreader. Ask for this book as Package No. Y. 13

John Deere Plow Co.  
Moline, Illinois

## KITSELMAN FENCE



We make you the same price we would make the Dealer or Jobber. That is why we can save you money. Look at these very low prices.

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25¢ a rod for 60-in. poultry fence.

\$1.56 for 80 rod spool of Ideal

Barbed Wire. Large free Catalog showing 100 styles of Farm, Poultry and Lawn Fence.

KITSELMAN BROS. Box 81 Muncie, Ind.

## 5 TO 20 CENTS A ROD



Less than you thought for the Fence of your choice.

**11 CENTS A ROD UP**

Let us mail you our big handsome four color fence Catalogue which illustrates 78 styles of fence and 54 styles of gates.

ALL SOLD ON 30 DAYS FREE TRIAL. Send for our big Free Catalogue today.

OTTAWA MFG CO. 603 KING ST OTTAWA, KS.

## ACREAGE OF FARM CROPS IN NEMAHA COUNTY, 1910.

Crop	Acreage	Per cent. of tilled land
Corn	191,091	71.1
Wheat	2,670	
Oats	28,653	
Potatoes	1,465	
Millet	9,961	
Timothy	21,117	
Clover	3,954	1.4
Alfalfa	7,330	2.7
Other tame grasses	823	
All grasses and legumes	33,224	12.7
All other crops	1,682	

Total . . . . . 268,746

This table shows that for the year 1910, 191,091 acres, or 71.1 per cent. of the land under cultivation in Nemaha county was corn—that is, practically three-fourths of all the land under cultivation in the county for the season of 1910 was worked in a condition most favorable to washing. It is doubtful if any county where soil washing is not a serious problem can afford to have more than fifty per cent. of its area in corn, and in counties such as Nemaha, where the soil erodes badly, certainly not more than one-third of the total tilled area should be in cultivated crops. The percentage of cultivated land in grasses and legumes for Nemaha county is only 12.7. Of this but 1.4 per cent. is in clover and 2.7 per cent. in alfalfa. Perhaps corn is the most profitable crop that can be grown at the present time on the soil in this county, but if the welfare of the future generations that must farm this county is to be considered, it would certainly be more profitable to reduce the acreage of land in corn and increase the acreage in alfalfa and clover. If this were done and the crops raised were fed to live stock on the farm and the manure produced carefully conserved and used in a judicious manner, the problem of soil erosion in this country would largely disappear. The field seeded to alfalfa and clover would be covered by protective coverings and the soil would be permeated by the root system of the plants so that washing would be more difficult. The manure produced by feeding these crops, when added to the soil would supply organic matter, which would serve as a binding material in the soil and thus prevent its washing.

### LOSS OF ORGANIC MATTER.

A third problem, that is perhaps of greater importance than either the problem of correcting soil acidity or preventing soil erosion, is that of maintaining the supply of organic matter in the soil. This problem is not of local but of statewide importance. It concerns the farmers of Sherman and Morton Counties just as vitally as it does the farmers of Crawford and Brown Counties.

When the virgin prairie soil was first broken it was well supplied with organic matter. This material has accumulated for ages from the deposits of the roots and stems of the grasses. Although the organic matter had been constantly decaying throughout the past the supply was replenished by each season's growth of grass. After the prairie soils were broken the grass no longer grew, and the organic matter continued to decay at an increased rate because of better aeration of the soil brought about by cultivation. This condition could lead to but one result—the depletion of the organic matter of the soil.

The rate at which the organic matter has been destroyed through cultivation is hard to estimate. No analysis are available for the soils of Kansas to show just how rapidly the destruction has taken place. Professor Snyder, of the University of Minnesota, who has certainly investigated this subject in his state, has shown that the soils of Minnesota when cropped continuously to wheat and corn have lost approximately two thousand pounds of humus per acre each year. It is reasonable to suppose that the loss of organic matter from our soils has been as rapid, if not more rapid than this.

### DETRIMENTAL EFFECTS OF THE LOSS OF ORGANIC MATTER.

First.—The physical condition of the soil is injured. The physical condition refers to the tilth or the readiness with which the soil works up and crumbles down into a mellow seed bed. As the organic matter is destroyed the soils become less mellow, they plow up hard and lumpy, they crust severely after rains, and cultivate with greater difficulty. The crusting of the soil due to the lack of organic matter is perhaps the most serious physical effect. When soils

crust badly it becomes almost impossible to successfully start such crops as alfalfa and grasses, and difficulty is at times experienced in securing a good stand of crops like wheat and corn.

Second.—The liberation of plant food from the soil is directly dependent upon the supply of organic matter. Practically all of the nitrogen found in the soil occurs there combined with the organic matter, thus with the depletion of this material the supply of nitrogen in the soil becomes less. Organic matter is also the food of a countless number of beneficial bacteria that inhabit every fertile soil. These bacteria are largely responsible for the liberation of plant food from the soil particles. It, therefore, follows that as the supply of organic matter becomes less the number of beneficial bacteria decreases and less plant food is made available from the soil.

Third.—Soils deficient in organic matter hold less moisture than those well supplied with humus. Humus, or organic matter, is spongy in nature and when incorporated in the soil holds the soil grains apart, giving larger opening into the soil for water to enter; and at the same time the spongy nature of the organic matter holds the water within the soil after it has entered. It is estimated that one hundred pounds of sand will hold approximately twenty-two pounds of water, and one hundred pounds of clay about fifty-five pounds of water, but one hundred pounds of humus will hold one hundred forty-three pounds of water. It is, therefore, evident that the more humus a soil contains the greater its water-holding capacity. Professor Snyder of Minnesota has shown in this connection that the soils of Minnesota after twenty-three years of cultivation hold thirteen per cent. less water than they held when in a virgin state. This means that these soils after twenty-three years of cultivation will not hold within sixty tons as much water to the acre as they held twenty-three years ago. Sixty tons of water is sufficient to produce six and one-half bushels of wheat if all is used by the wheat plant in its growth. Where moisture is the limiting element in plant growth, as it is in most of the western part of this state, it is of vital importance to the farmers to see to it that the humus supply of their soil, and thereby the moisture-holding power, is maintained.

Soils deficient in humus are more subject to blowing than are soils well supplied with organic matter. The organic matter serves as a binding material to hold the soils in place. Therefore, as the soils become more deficient in humus greater difficulty is experienced with this problem.

If the crop-producing power of the soils of our state is to be maintained it behooves the farmers of central and western Kansas not only to maintain, but to increase the supply of organic matter in their soils, so that the soil's capacity to hold water may not become less and that the difficulty experienced with soil blowing may be lessened.

All forms of organic matter produced on the farm should be returned to the soil. The wheat stacks should not be burned, but the straw should be spread as a top dressing on wheat or as manure for corn. The barnyard manure should be judiciously conserved and used as another means of supplying organic matter.

In eastern Kansas the supply of organic matter must be maintained in the soil, not only to enable it to hold its maximum quantity of water, but for the purpose of maintaining the supply of available plant food and to keep the soil in the best physical condition.

The effect that our inability to meet and solve these problems is having upon the production of crops in the state is well illustrated by the following tables, which show the acre-yield of wheat and corn for the state and the oldest leading wheat and corn counties of the state by six-year periods from 1875 to 1910:

### YIELD OF WHEAT IN KANSAS AND McPHERSON COUNTY FOR SIX-YEAR PERIODS, 1875-1910.

Period	Kansas McPherson Co.	
	bu.	bu.
1875-1880	14.19	16.27
1881-1886	14.84	18.29
1887-1892	14.99	17.69
1893-1898	7.62	10.88
1899-1904	13.16	12.14
1905-1910	12.31	13.55

This table shows a marked decline for the acre-yield of wheat in Kansas for the last thirty-six years. The average acre-yield for the first eighteen years of this period, from 1875 to 1892,

Don't Waste Moisture



**Conserve The Moisture**  
THE "Acme" cuts through to the under soil, thoroughly compacting it and leaving no lumps or voids between the furrows. The top soil is mulched. These conditions attract and conserve all the moisture, insuring a successful crop.

## ACME

Pulverizing Harrow, Cled Crusher and Leveler

on Flowed-Down Corn Stubble, the "Acme" Leaves All Trash Buried where it does the greatest amount of good as a fertilizer. The "Acme" Harrow is made in all sizes.

### Write Today For Catalogue

It illustrates and describes the "Acme" line. You should see it before you buy any harrow.

DUANE H. NASH, Inc., 370 Division Ave., Wilmington, N.I.  
John Deere Harrow Co., Kansas City, Mo., Okla.  
City, Okla., Denver Colo., Omaha, Neb.

## FITZ OVERALLS



## GRIND 150 BU. PER HOUR LESS THAN 1¢ PER BUSHEL!

Bowsher Mills often reduce the cost of grinding one-half. That's because they are light running with perfect conical shape grinders, different from all others.

### BOWSHER FEED MILLS

(Gold with or without elevator)  
Crush ear corn (with or without shucks). Grind Kafir in the head and all kinds of small grains. Handy to operate. In sizes—2 to 25 H. P. Also sweep grinders.  
FREE Send for folder on values of feeds and manures.  
C. N. P. Bowsher Co., South Bend, Ind.

## \$1,000,000 More Corn Profit

That's what farmers are making by testing their seed corn. Instead of 40 bu. they are raising 75 bu. to the acre. You can do the same. The secret is to test corn with **Holden's Ideal Corn Tester**. The Most Perfect Tester Made. It's the surest, quickest and best way to sort out good seed. Good seed means big crops, larger profit. Holden's tester tests accurately. Easy to operate. Built of steel. Sells at a price which every farmer can afford.

**Valuable Corn Book Free**  
Write for complete circular and price of tester. We get corn book free. Address **NATIONAL SEED TESTER CO., 1727 Locust St., Des Moines, Ia.**

## Beacon FREE Burner

**FITS YOUR OLD LAMP.**  
100 Candle Power Incandescent pure white light from (kerosene) coal oil. Beats either gas or electricity. **COSTS ONLY 1 CENT FOR 6 HOURS**. We want one person in each locality to whom we can refer our customers. Take advantage of our Special Offer to secure a Beacon Burner FREE. Write today. **AGENTS WANTED.**

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Established 16 Years  
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**READER 30 YEARS**

HAVE been a reader of your paper for 30 years, and have not learned all about farming yet, consequently renew.

Some years ago two neighbors sold their 80-acre farms in an eastern state and with the money bought a section each in Pawnee County, this state. We will call them Smith and Jones, but these were not their names. Mr. Smith was a young man of thirty, had been raised on a farm in Indiana and understood farming well, was very precise in his work and very successful in Indiana. One quarter of his section he proposed to put in wheat. It was too dry to plow that spring and he did not care to plow until he could plow 8 inches. It was too dry grass started but little on the prairie and weeds on the fields, but in June there came rain that wet 5 inches, but he could not plow 8 inches; the weeds started thick and rank and in a very few days that moisture was all gone. The last of July there came rain that wet 6 inches but still he could not plow 8 inches. The weeds grew again and soon that was gone, but in August there came a week's rain and wet more than 8 inches; he then put on all the teams and help he could get and plowed 8 inches; in a few days he harrowed it;

**You'll Want This When You Know The Facts**

**Janesville**  
(BUDLONG)  
**Disk Harrow**

**H**ERE'S the original harrow. Famous Bud-long model used successfully for so many years—now in its improved form—has never been equalled for ease of operation, flexibility, light draft, strength, efficiency and durability. Let us prove it. Write us a postal today—now—for free booklet, illustrating and describing this best-of-all harrows.

**Don't Buy Any Harrow Till You Get the Facts About This Great Janesville**

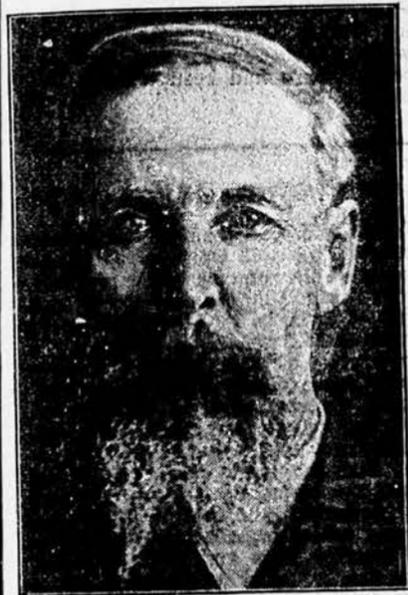
**Just Send Your Name On a Postal**

**Years Ahead of All Others**

Gangs roll on their bumpers at inner ends, so all side pressure is perfectly equalized—no strain on other parts of machine. Independent adjustment of each drawbar allows either side to cut deep or shallow—works perfectly on uneven ground. Disks made of open hearth rolled steel of heaviest gauge. Sharpened on both sides. Removable bearings made of maple or chilled iron and are oiled through tube extending up through weight boxes. Direct hitch to gangs, and eveners placed under pole. No neck weight.

**Book Free** Send postal. Read all facts. Note that Janesville Harrows are made in all styles and sizes, concave, plow-cut, spading or cut-out disks, one or two levers; with or without Tongue Trucks and Transports, to cut from 5 to 10 feet in width, equipped with 16, 18 or 20 inch disks. Don't buy till you see the Janesville Dealer or read our booklet. Address

**THE JANESVILLE MACHINE COMPANY**  
47 Center St., Janesville, Wisconsin

NELSON DEAN, JETMORE, KAN.

the first of October he put on his drill and drilled it in; when he was through it looked like a garden.

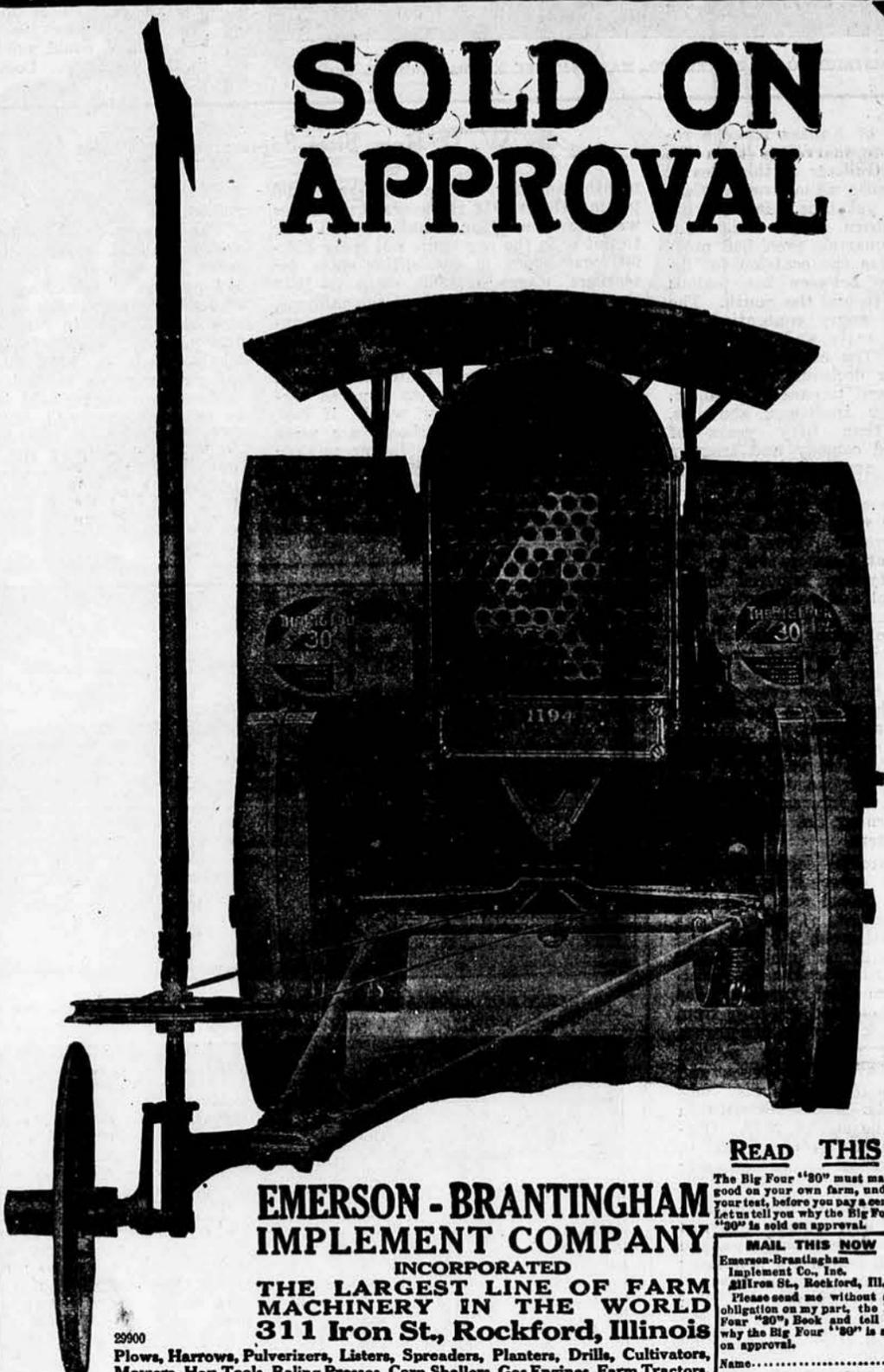
Mr. Jones was a man of fifty and a very successful farmer in Indiana, but he was not certain that the mode of farming in Indiana was the very best for Kansas. He was looking around for some agricultural paper that was published in Kansas. Some one told him to get KANSAS FARMER, and he studied that carefully. When the first rain in June came he put on his two disk harrows and harrowed it well. When the rain came in July, before it began to crust, he disked it again, and after the August rain again, and the first of October drilled it to wheat and it looked fine. He did not follow the editor's idea alone on farming, but the correspondents' also. When the two men figured their expenses, Mr. Smith had put in 76 days, Mr. Jones 58; when they threshed their wheat next year Mr. Smith threshed 1000 bushels of wheat, Mr. Jones threshed 4000. Mr. Jones' field seemed to lose no moisture but was wet all summer, while there was but about 10 inches of rain which wet successively 5, 6 and 8 inches, his field was wet down 20 inches. Now by actual figures—and they say figures will not lie—KANSAS FARMER was worth to Mr. Jones, that summer, about \$3,000. Now the FARMER will not profit a man that much every time but it will be money well expended every time and Mr. Smith and Mr. Jones are by no means isolated cases.

**Program Kansas Board of Agriculture.**  
The forty-second annual meeting of the Kansas board of Agriculture will begin in Representative Hall, Topeka, at 4 P. M., January 8, and close with an evening session January 10. The complete program is:

**WEDNESDAY, JANUARY 8, 7:30 P. M.**  
Address of welcome, Gov. W. R. Stubbs; address of welcome on behalf of city and county, James A. Troutman, senator-elect; response, Pres. I. L. Diesem; Economic Rations in Pork Production, W. P. Snyder, Superintendent Experiment Sub-station, North Platte Neb.; The Decline in Acre Yield of Kansas Crops, Its Cause and Remedy, L. E. Call, Associate Professor in Soils, Kansas State Agricultural College.

**THURSDAY, JANUARY 9, 9:30 A. M.**  
The Place for Beef Cattle in Kansas.

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**EMERSON - BRANTINGHAM IMPLEMENT COMPANY**  
INCORPORATED  
**THE LARGEST LINE OF FARM MACHINERY IN THE WORLD**  
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29900  
Plows, Harrows, Pulverizers, Listers, Spreaders, Planters, Drills, Cultivators, Mowers, Hay Tools, Baling Presses, Corn Shellers, Gas Engines, Farm Tractors, Steam Traction Engines, Threshing Machines, Road Rollers, Wagons, Vehicles

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311 Iron St., Rockford, Ill.  
Please send me without any obligation on my part, the Big Four "30", Book and tell me why the Big Four "30" is sold on approval.

Name.....  
Town.....  
State.....

W. A. Cochel, Professor of Animal Husbandry, Kansas State Agricultural College; Type versus Breed, James W. Wilson, Director Agricultural Experiment Station, Brookings, South Dakota.

Some Factors in the High Cost of Living, Frank W. Blackmar, University of Kansas; The Study of Genetics in our Agricultural Colleges, John Detlefsen, University of Illinois, Urbana.

**EVENING SESSION—7:30 O'CLOCK.**  
Of Making Many Books There is No

End, Miss Carrie M. Watson, Librarian Spooner Library, University of Kansas; Education for Farm Life, President Samuel Avery, University of Nebraska, Lincoln.

**FRIDAY, JANUARY 10, 9:30 A. M.**  
The Kansas Hen, Wm. A. Lippincott, Professor of Poultry Husbandry, Kansas State Agricultural College, Manhattan. Factors in a State's Agricultural Development, from a Northwest Viewpoint, D.

A. Wallace, Editor The Farmer, Saint Paul, Minn.

**AFTERNOON SESSION—1:30 O'CLOCK.**  
Election of Officers and Members; County Demonstration Agents, J. H. Miller, Director of Farmers' Institutes, Kansas State Agricultural College; Query Box.

The Corporation Line, Miss Effie Graham, Topeka High School; The Measure of a Man, Rev. Charles A. Finch, Pastor First Christian Church, Topeka.

# KANSAS PUBLIC SCHOOLS

From School Under the Trees to Model School House in Fifty Years



SCHOOL DISTRICT NO. 46, SUMNER CO., KAN.—MODEL KANSAS SCHOOL HOUSE.



SPRING Township High School, Harper County, Kansas,—the first built under the law authorizing township high schools, and this school could not have been established if there had been a town in the township. Cost of this building, \$6000.

**T**HE annals of Kansas make a romance more marvelous than the stories of Gulliver or the tales of Munchausen, because while stranger than fiction they are yet true. Born as no other state was born, in the midst of a fierce domestic quarrel, even her prospective advent was the occasion for divorce proceedings between her jealous parents—the North and the South. The coveted prize of angry contention she herself made an early and unequivocal choice of sides. The choice once made she defended her decision with disproportionate zeal and unparalleled heroism. And true to her traditions she has, through more than fifty years of strangely mingled comedy and tragedy remained unique among all the sisterhood of states.

Her striking career is no where more vividly portrayed than in the record of her educational growth. From the class under the trees at Leavenworth to the magnificent thirty-five hundred dollar model rural school and community center down in Sumner County, from the first dugout school house on the site of Wichita to that city's modern two hundred thousand dollar high school building, is a far cry; but these examples are only typical of what Kansas has done in all her manifold activities.

Still since it may be safely said that it was her firm faith in education that has made possible her wonderful accomplishments it will be interesting to note some facts concerning the development of her school system.

The first territorial legislature enacted, among the other Missouri statutes adopted, her school code, and then amended it somewhat. Owing to the sparseness of settlement however and the general turmoil, no public schools were organized until after the first anti-slavery legislature had repealed the "bogus laws," and enacted the laws from which our present school code has grown.

Although there had been private schools in Leavenworth, Lawrence and Topeka as early as 1855, there were only 51 organized public school districts in the territory by the end of 1858. During 1859 this number grew to 222, in 136 of which school were actually taught.

The first year from which there are anything like complete school statistics is 1863. Since this is true and since the period covered will represent just fifty years, I am using that date in the following comparisons: There were then 705 legally organized districts in the state; now there are 8799. At that time however the number of districts was greater than the number of teachers, showing that schools were not maintained in all the districts, whereas there are now nearly 5,000 more teachers employed than there are districts because many districts employ more than one teacher. The figures on this point are: Number of teachers, 1863, 564; number of teachers, 1912, 14,103.

Nothing more strikingly illustrates the changed conditions both educationally and financially than the increase in teachers' wages. In 1863 the average wages for male teachers was \$23.00 per

By W. D. Ross, State Superintendent Public Instruction

month, and for female teachers \$14.00 per month, in 1912 the average for males was \$68.80 and for females \$56.25. Or to put it in the aggregate not quite \$25,000 was spent in the entire state for teachers' wages in 1863, while in 1912 the sum total was nearly seven millions.

In fifty years our population has increased approximately fourteen fold; our total school expenses in the same time, not including our state institutions, have been multiplied two hundred sixty-six times. In other words, if cost is any criterion our schools are more than eighteen times as efficient as they were a half century ago. In 1863 our total population was 120,000; today it is 1,669,296. Fifty years ago our total expenditures for the public schools were

\$54,095; last year they were \$11,158,255.99.

The improved educational conditions are not alone indicated in dollars and cents, however. In 1863 there were 24,574 persons of school age in the state; according to the census of 1912 there are now 510,273; but in 1863 only 15,103 or 61.4 per cent. were actually enrolled in school, while in 1912 395,064 or 77.4 per cent. were on the school rosters.

More encouraging still is the showing as to actual average daily attendance. Fifty years ago it included only 5,549, or 36.7 per cent. of the entire school population; during the year just past it was 298,128, or 75 per cent. of the population. Or to put it in another way, our boys and girls attend school more than

twice as regularly as did those of a half century ago.

Moreover they attend for an average term over twice as long as the pioneer founders of the commonwealth were able to give their children; for the average length of term in 1863 was 15.2 weeks as against 34.4 weeks in 1912.

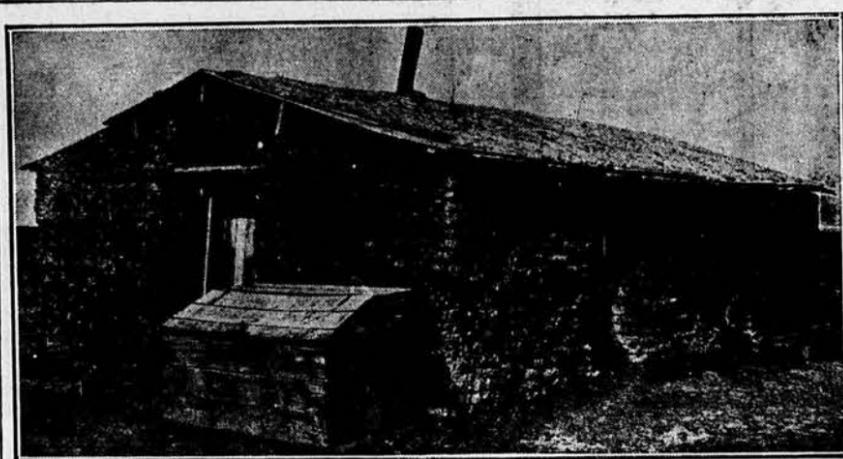
Gratifying as this showing is there are still some points at which our educational system must be strengthened before our schools can reach their highest efficiency and properly meet the demand that new times and changed conditions are laying upon them. Particularly desirable are, first a larger unit of rural school organization, to the end that country boys and girls may have more nearly equal educational opportunities; second, a revision of our textbook law so that the best possible books may be got at the least possible price to the districts, and may be furnished for the use of pupils free of cost; third, a redirection of the work in our rural schools so that it may "hitch up" better with country life, and thus more fully meet the needs of those for whom intended.

For the past two years a joint committee of school boards of the state and State Teachers' Association, has been giving these and other problems the most serious consideration. Their conclusions have been embodied in a series of recommendations to the coming legislature, which were unanimously adopted by the recent State Teachers' Association. Copies of these resolutions may be secured of the State Department of Public Instruction and the co-operation of all in securing their enactment into law is cordially invited.

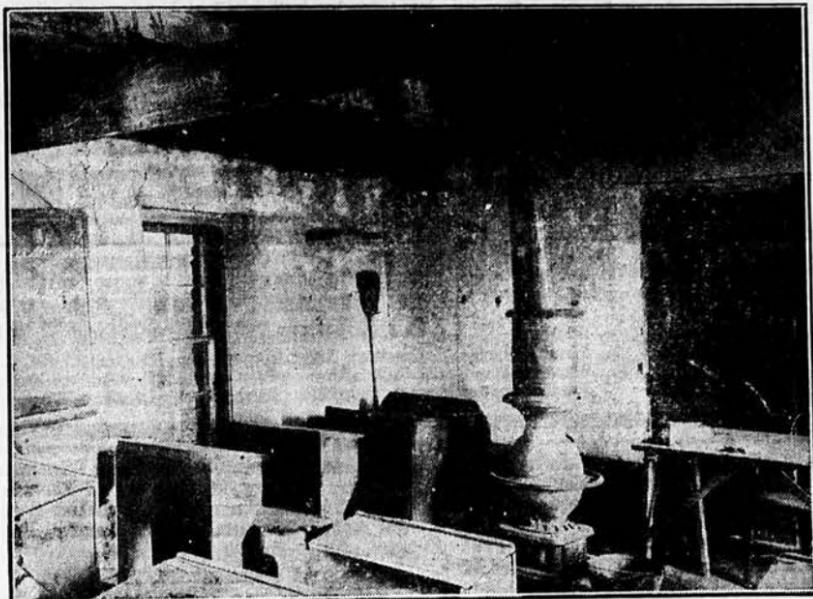
In conclusion it may be interesting as well as profitable to point out that some of these recommendations are by no means new. For instance, as far back as 1870 the State Teachers' Association recommended the township instead of the district as the unit of rural school organization, and various state superintendents from H. D. McCarty in 1872 to E. T. Fairchild in 1912 have repeated and reiterated the recommendations for a larger unit. And the need for the change is growing with each passing year.

#### Law Governs All Alike.

The friends of each of the county commissioners of Shawnee County are having much fun as a result of the arrest of the commissioners for hunting without written permission. The commissioners had been invited by the owner to hunt on an Auburn Township farm. Having a trip to that township, the commissioners took along guns and the middle of the afternoon were hunting quails and rabbits. Lafe Mabbit, a game warden, appeared. He placed the three county commissioners under arrest for hunting without the written permission of the owner of the premises. The commissioners were taken before a justice and fined. The moral is that not only a hunter's license is necessary, but also written permission from the farm owner, if you would not be disturbed by the game warden or a deputy.



EARLY DAY KANSAS SCHOOL HOUSE WHICH SERVED A NOBLE PURPOSE.



INTERIOR OF THE SOD SCHOOL HOUSE SHOWN ABOVE.

# STRICKLER'S



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UNDER ONE CONTINUOUS MANAGEMENT FOR 27 YEARS

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# PIONEER FARMERS' FRIEND

## Oward March of the Hen, as Viewed by Long Time Breeder and Writer

By THOMAS OWEN, Poultry Editor, Kansas Farmer

FIFTY years ago the nation was in the throes of a civil war, and Kansas was doing her part towards preserving the Union. "There was mounting in hot haste," and men hurried to the seat of war, leaving chickens and cows and chattels to the care of the wife and babies. But after what was left of them returned to their homes, there was a resumption of their daily avocations and new life and vigor were instilled into all industries.

Fifty years is a long time, and during this period great strides have been made. While the procession has been moving steadily and rapidly onward, the old hen has been able—not only to keep up with the parade, but to maintain a place in the first section of it, right behind the band wagon.

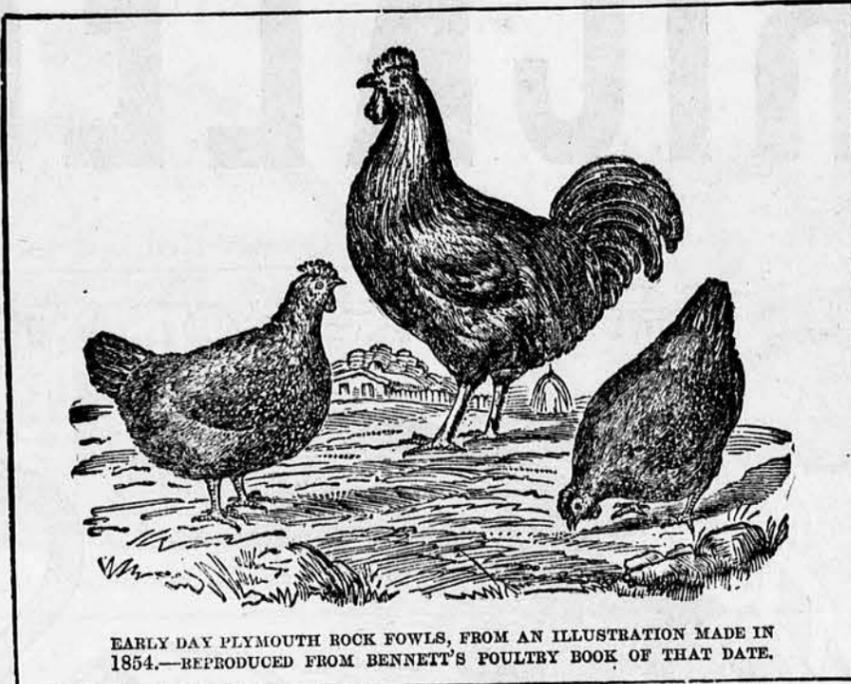
In the early history of the state, the hen and the cow were the mainstay of the new settlers. They provided something for him to eat, while he was waiting for his crops to grow. The cow could live on grass and the hen on grass and grasshoppers, and when the cow had to give up the struggle after there was no more grass to eat, the hen still lived and thrived on grasshoppers alone. She thus turned a calamity into a blessing for her friend and protector.

At first the settler and his family consumed most of the hen's product for their own sustenance, but after the flocks grew larger, the production became greater than the home demand and the surplus became an appreciable quantity.

There are no available statistics of the poultry industry in Kansas prior to the year 1878, when the sum of \$375,934.25 in poultry and eggs was returned by the assessors of the several counties. Since that year the increase has been rapid and continual. During the five-year period of 1878-82, a total of \$3,056,982 for poultry and eggs was reported. From 1883-87, \$7,120,487, an increase of 131 per cent. From 1888-92 \$11,644,905, an increase of 67 per cent. From 1893-97 \$17,839,976, an increase of 53 per cent. From 1898-02 \$25,104,362, an increase of 40 per cent. From 1903-07 \$41,977,858 an increase of 63 per cent. From 1908-12 \$51,086,926 an increase of 25 per cent.

All these are solid and substantial growths, and while the percentage of increase during the last five-year period is smaller than that of the previous periods, it is evident that the percentage must get smaller as the state gets fully settled. It must be remembered that these are the returns made by the county assessors, and do not include the consumption of poultry and eggs at home. This in itself is an enormous amount. It must also be remembered that not all the poultry products are returned to the assessors. We know that hundreds of farmers make no statement of their poultry and eggs, not deeming them of sufficient importance to notice. Especially is this true of those persons in towns and villages who only raise a few dozen chickens. But those few dozen when multiplied by thousands amount to an enormous sum in the aggregate, just as one egg, worth only 1½ cents, when multiplied by 1,700,000,000 dozen, amounts to \$350,000,000, which was the total value of egg production in the last year. It was not until the year 1888 that the national poultry interests were recognized in the yearly reports of the Secretary of Agriculture. In that year Hon. Jeremiah Rusk said in his annual report: "The time has come when the importance of the poultry interests should be recognized by this department. The poultry products of this country represent in the aggregate a vast sum and the industry is one which exists, or should exist, on every farm in this country, and which consequently interests a larger number of the constituents of this department than any other single industry."

Since then the hen has come into her own, and her achievements have been chronicled in every report. In the last yearly report the poultry products of the United States for 1911 were represented by the great sum of \$789,000,000, beating the great hay crop of that year by \$21,231,000 and the wheat crop by \$133,580,000. In fact, only one crop was ahead of poultry in valuation and that was the corn crop. If the amount of poultry products consumed at home, were added to the surplus reported, it



EARLY DAY PLYMOUTH ROCK FOWLS, FROM AN ILLUSTRATION MADE IN 1854.—REPRODUCED FROM BENNETT'S POULTRY BOOK OF THAT DATE.

would place the hen in the billionaire class, and she would be there all alone. It is the universality of the hen that augments the sum total of her products. She is ubiquitous, she is everywhere. One farmer may breed horses, another cattle, another hogs and another sheep, but they all raise chickens.

Hitherto we have written of poultry in the abstract—just common poultry—and have not mentioned the fancy or pure bred aspect of the question. That there is an indissoluble connection between the two nobody will deny. It is unqualifiedly true that the fancy poultry business is the mainstay of the general or commercial industry of the state, keeping it from deteriorating and holding it up to a high state of excellence.

While one poultry fancier sees his ideal in the lordly Langshan, another in the popular Plymouth Rock, another in the lively Leghorn and others in equally meritorious breeds, it can be safely said that the desire, aim and effort of every one is to improve the quality of the fowl's flesh and to increase the hen's laying ability. In all my intercourse with poultrymen I have never known one of them who didn't believe that his breed was the best layer as well as the best looker in chickenland. With every poultryman having the same great object in view is it any wonder they have improved the quality of the hen's flesh and have increased her laying ability.

The first state fair in Kansas was held in 1864, and poultry fanciers have exhibited their stock at every fair since that time. At the first fairs no money was available for poultry premiums, but the KANSAS FARMER at that early day showed its friendship to the poultry interests by donating the only premium offered on pure bred fowls. Later on money prizes were offered, and it is curious to note that the fair managers ignored the existence of the female side of poultry matters; giving a premium of "\$10 for the best rooster of any breed." But offering nothing on hens or pullets.

The most prominent breeds shown in the sixties were the Shanghais, Bolton Grays, Cochin Chinas, Jersey Blues, Darkings and Brahmans. Excepting the latter, these breeds are almost unknown now, though doubtless some of their blood flows through the veins of our modern fowls.

It was not until the early seventies that there was much activity in the fancy poultry business. At that time an association of poultry fanciers, called the Missouri Valley Poultry Association, was organized and was quite active for a number of years, having held poultry shows alternately at Leavenworth, Topeka and Kansas City. In the early eighties there existed a Kansas Poultry Association, but it lasted but a few years.

Early in 1889, the Western Poultry Breeder, the first poultry journal in this

western region, was started by the writer, and we may say without undue adulation that its influence on poultry affairs extended not only over Kansas and adjoining states, but clear to the Pacific coast.

The Kansas State Poultry Association was organized in the fall of 1889, and its first annual show was held at Wichita. It has held annual shows ever since. The writer has attended and been a part of every one of them. Five or six hundred birds was considered a big show at first, but now they frequently exhibit over 2000 specimens of fancy poultry.

In 1903 the State Poultry Association was legalized by the Legislature as a State Institution and \$1,000 annually appropriated for its benefit. But for the last two seasons the legislators have failed to make the annual appropriation and the association has suffered in consequence.

If the old hen were to quit laying for four years and strike against capital punishment, so that there would be no fried chicken for picnics, or chicken potpies for feast-days, no turkey for Thanksgiving or goose for Christmas, no egg-on-toast for breakfast or egg-nog in the evening, mayhap the legislators would begin to think that there was some importance to be attached to the old hen after all.

What the poultry fancier has done for the benefit of the poultry industry can be seen by its history. The wild jungle fowl of India was the progenitor of all our domestic fowls, a small, puny bird. Compare it with our modern twelve-pound Brahmans, Cochins and Orpingtons. The jungle fowl laid but a few eggs, enough for the propagation of the species. Compare this with the record of the White Plymouth Rock hen of 281 eggs per year at the last national laying contest. That record, of course, was phenomenal, but 59 hens in that contest laid over 200 eggs, each, and the average of all breeds was 134 eggs per hen per year. This average has been increasing gradually every year and this increased production of eggs per hen is the result of the painstaking work of the poultry fancier in the selection and elimination of his flock.

Even though most of the farmers of the country do not directly engage in the breeding of pure-bred poultry, they have received the benefit of the poultry breeders' experience in the shape of pure bred males for their graded stock. There is scarcely a farm flock of poultry in the country, but where traces of pure-bred fowls can be found. An expert looking at the farmers' fowls could say with certainty, "there is Plymouth Rock blood in that hen, or Leghorn blood in that pullet," just as a cattleman could detect Jersey or Hereford blood in a herd of graded cows. Hence the influence of the poultry fancier is found upon every farm and in every hamlet where poultry is bred, for it is owing to him

that they are better birds than the scrubs of fifty years ago.

Time was when the poultryman's efforts were considered small business, but today that time is past and the national and states governments vie with each other in their efforts to increase and enhance the poultry interests. Experiment stations devoted to poultry are now adjuncts of most agricultural colleges, with an expert professor of poultry in charge. Poultry journals are now published in most of the states, and more than one in several of them. Poultry shows are now held in all the important towns of the state, with towns fighting each other for the privilege of holding the state show. Prices of fancy fowls have soared to fabulous figures, and twenty-five to one hundred dollars for a prime specimen is not unusual at some shows. Pure bred eggs for hatching, that used to be considered exorbitant at \$1.00 per setting, now sell rapidly at from five to ten dollars per setting.

The writer has always been conservative in his estimate of the poultry industry, and has aimed not to exaggerate or misrepresent matters. If he had exaggerated more in his poultry business, he might have made more money, but would have less peace of mind than he now has. The advertising pages of KANSAS FARMER with its hundreds of poultry advertisers in the busy season, shows the extent of the poultry increase. For years and years in the early days there was never a sign of a poultry advertisement in it or in other farm papers.

It would hardly be proper to terminate this glimpse of the poultry progress, without mentioning the great industry of manufacturing. Incubators and brooders that has arisen in consequence of it. One manufacturer alone claims to sell 70,000 incubators in one season, and there are scores of manufactories all over the land. That the incubator has been a great accessory to the success of the poultry industry, no one doubts, and that it has been a potent factor in the increase of egg-production no one will deny, for it takes the place of a foster-mother and allows the hen to continue the main function for which she was made—that of laying eggs.

The cold storage plants of the country have also had their influence in helping along the poultry boom and have materially increased the prices of both poultry and eggs to the benefit of the farmer. They prolong the consuming and selling periods of all poultry products.

Many poultry breeders have devoted years of their time and lots of money furthering the interests of fancy poultry, out of pure love for pure bred stock, pecuniary remuneration being but a secondary object. In perfecting a new breed of fowls, many a man has given the best years of his life as a sacrifice upon the altar of humanity. And though, like Abou Ben Adhem, his name is not on the first list of the great roll of fame, mayhap when the final review comes, his name, like Adhem's, may be leading all the rest.

Let us hope that when life's fitful fever is over, he may hear the welcome words, "Well done, thou good and faithful servant; Thou hast been faithful over a few things, I will make thee ruler over many things; enter thou into the joys of thy Lord."

The State Automobile Association in session at Wichita last week decided to ask the coming legislature to pass a registration law and to submit two constitutional amendments to a vote; one to appropriate money for building roads, and the other to permit the classification of property so that motor vehicles may be subject to a state tax. The association also approved the use of convicts in road building. A motion favoring a state speed law was tabled.

The State Board of Agriculture of Missouri has endorsed President Waters of the Kansas State Agricultural College for secretary of the federal Department of Agriculture. President Waters was formerly dean of the College of Agriculture of the University of Missouri and has a wide and substantial acquaintance throughout that state. It was logical that the Missouri Board of Agriculture should do this thing.

# Keep Kansas Money in Kansas for Kansas.

**Do you know** what those seven words mean for Kansas? **Have you ever stopped to think** that the Money Question is a vital one for Kansas? We can't tell you the full meaning of those seven words here—it would fill a large volume. But, we CAN tell you of one thing that those seven words have done and it's this:

## Keep Kansas Money in Kansas for Kansas

has, IN TWENTY SHORT MONTHS, built the Greatest Kansas Home Company,

## The Farmers and Bankers Life Insurance Company of Kansas

The idea of Keeping our own Dollars at Home, where they can work for Kansas, first began to be discussed on May 1st, 1911. It has taken such a strong hold on the minds of the Kansas Farmer, Banker and Business Man that it has already resulted in a Company with over \$6,000,000 of business in force; a Company with over \$500,000, *Half a Million*, of Assets.

This Company has over \$225,000.00 in Kansas Mortgages.  
 This Company has over \$80,000.00 in Kansas Bonds.  
 This Company has OVER \$100,000.00 IN OVER 100 Kansas Banks.

**Every Mortgage Loan has been made direct to the Borrower without Loan Man's Commission.**

The Money Stays at Home for Kansas.

The Interest Stays at Home for Kansas.

The Taxes Stay at Home for Kansas.

The Business Stays at Home for Kansas.

**Do you Begin to see the Meaning of those Seven Words?**

**Do you think it would be interesting to hear more about it?**

**LISTEN!** DO YOU LIKE THIS NEWSPAPER, THE KANSAS FARMER? Mr. Reid says you do; he says you read the ads which appear in it. We don't know, but hope you do. This full page is a new venture with us. We don't know whether it will pay us or not.

**Wait a Minute; Listen!** It will pay us to advertise in this paper if you, yes YOU, read our advertisement and become interested in the Kansas Home Money Idea. But we won't know you are interested unless we hear from you. So we have set aside a part of this page which you may cut out and send in. We want to know how many people see this ad and read it. So cut out the slip and send it in. It means much to THE KANSAS FARMER, it means much to us, and you will find out it means much to you. **CUT IT OUT NOW—MAIL IT TO US.**

## Listen! What are you?

are, you are a Kansan, aren't you? Are you also a lover of our State like Senator Ingalls was? If you are, then you are vitally interested in anything which is of importance to Kansas. Well, then, this Idea is of immense importance to Kansas. Do mortgage loans without loan agents' commissions appeal to you? Do you think it will help Kansas if we build up a great financial institution to keep our money, our interest, our taxes and our business at Home in Kansas? Of course you do. Then fill out and send in to us this slip.

We won't bother you about insurance. You can see our agents for that. But we will send you a booklet which will tell you more about Money, Taxes and Interest.

Send for it now.

**The Farmers & Bankers Life Ins. Co., Wichita, Kas. Gentlemen:**

I am a Kansan. I am interested. Please send me your booklet and oblige.

Name.....

Address.....

# The Farmers and Bankers Life Insurance Co. OF KANSAS.

Executive Offices—Wichita.

H. K. LINDSLEY, President.  
 J. H. STEWART, Vice Pres. and Chm. Finance Committee.  
 E. B. JEWETT, Vice President and Treasurer.  
 FLEMING R. FENN, Vice President.

JAMES P. SULLIVAN, Secretary-Actuary.  
 J. A. BRUBACHER, General Counsel.  
 DR. J. E. OLDHAM, Medical Director.  
 DR. J. L. EVANS, Associate Medical Director.

# IN THE HOME CIRCLE



## PREVAILING STYLES OF LADIES DRESS IN THE SIXTIES

This cut was made from a hand-colored print. These are now very rare and are much prized for framing

**When She Tripped the Minuet.**  
Ah, her smiles were warm and sunny  
As the skies of August weeks,  
Bees might well have sipped the honey  
From the roses of her cheeks;  
Laughter conquered melancholy,  
Cares were easy to forget,  
On the eve when Mistress Polly  
Tripped the New Year's Minuet.

How the cheery candles twinkled,  
Shone on old brocades and lace!  
How the wigs with powder sprinkled  
Seemed to aureole each face!  
While the wealth of Christmas holly  
Waved a hearty welcome yet,  
On the eve when Mistress Polly  
Tripped the New Year's Minuet.

There were statesmen there assembled,  
There were heroes, master mine,  
Those who fought when freedom trembled  
On the field of Brandywine;  
Yet the gravest hearts grew jolly,  
For as freemen true they met,  
On the eve when Mistress Polly  
Tripped the New Year's Minuet.

ROY FARRELL GREENE.

### Some Events of '63.

Wilkes Booth played Richard III at Leavenworth, December 22, 1863.

On January 1, 1863, Abraham Lincoln issued the emancipation proclamation.

The national cemetery at Gettysburg was dedicated on November 19, 1863.

Fourteenth Kansas organization begun April 9, 1863.

Order No. 11 issued by General Thomas Ewing, Jr., August 22, 1863.

Temporary capitol building at 427-429 Kansas Avenue, Topeka, was leased by the state December 10, 1863.

The Second Kansas colored infantry (Eighty-third U. S.) organization begun August 9, 1863.

The State Teachers' Association was formed in 1863 at a session of a teachers association held in Leavenworth during the first week of October in that year. Also the first state fair was held at Leavenworth October 6 to 9, 1863. At this time the state fairs were held under the direction of the State Agricultural Society and were held in various towns over the state.

One of the contests of the legislature of 1863 was for the location of the State University. The two towns receiving the most support were Emporia and Lawrence. When the final vote was cast, Lawrence had won by one vote. Hon. C. U. Eskridge, a member of the house of representatives from Emporia, had taken a prominent part in the struggle. After the university had been lost to Emporia it was suggested to Mr. Eskridge that a normal school could be established by the legislature at Emporia. He fell into this plan with good will. Judge Bailey, formerly of Massachusetts, at this time a justice in the Supreme Court of Kansas, drew up the law,

copied largely from the normal school law of Massachusetts, and the day following his defeat for the university Mr. Eskridge introduced the bill locating the normal school at Emporia.

The legislature was willing to do what it could to soften the defeat of the other bill and so passed this bill without opposition and very little consideration. Thus the normal school was located at Emporia and during its early days the school had no better friend than Mr. Eskridge, and his services on the board of regents were of the greatest benefit to the school.

The First National Bank of Leavenworth, organized in 1863, was the first national bank in the state. Thomas Carney, at that time governor, was its first president. The history of this bank is closely connected with the history of the state on account of the personnel of its officers and directorate and their connection with affairs of state. At a critical time in the history of the state Mr. Carney advanced his private means and saved the credit of the state. Also he gave \$1,000 for the relief of the Quantrell raid victims and made the first subscription of \$5,000 to the State University.

### Our State Officers Fifty Years Ago.

Governor—Thomas Carney.  
Lieutenant-Governor—Thomas A. Elwood Osborn.  
Secretary of State—William Henry Wirt Lawrence.  
Auditor—Asa Hairgrove.  
Treasurer—William Jarnett Spriggs.  
Attorney General—Warran William Guthrie.

One of the dark chapters in the history of Kansas was Quantrell's raid on Lawrence on the morning of August 21, 1863. The story has been told and retold many times but still it is appalling in its horror. The attack came early in the morning and at a time when the citizens were defenseless and there was

no one to stop the deliberate and painstaking massacre, house by house, and man by man, which lasted for four hours. The women, as is usually the case in times of great distress, exhibited the greatest courage and struggled to save their homes and husbands and sons from destruction. The estimate of the dead and wounded varies. One hundred and fifty killed would not be far wrong. It has been estimated that the raid made eighty widows and 250 orphans.

### Holmes Arraigns Farm Women.

A sharp arraignment of the farmers' wives and daughters of the country, and incidentally their city sisters, is contained in a report by George K. Holmes, chief of the division of production and distribution of the Agricultural Department.

Although wages have risen steadily during 44 years, Mr. Holmes declares that the women of the present age have forgotten or are too proud to indulge in household work on the farm. The lure of "society," which has reached out to the farm, he says, is much to blame for the condition, which he describes as "acute."

This coming just after our week of planning better things for the housework Department, more study of household economics, and the teaching our daughters the beauty and dignity of homemaking, is just a little bit discouraging. Are the women of the farms to have none of the joys of life, only the drudgery?

The raising of the standard of living on the farm, the report continues, is responsible in a measure, for the women of the farm are now engaging in "social functions" which the government expert holds to be "incompatible with performance of household labor." The passing of the old-time domestic industries is deplored and Holmes adds that "it is rare that one of the younger women know how to knit."—Orchard and Farm, San Francisco.

### The Farmer's Idle Wife.

The farmer's wife is now so occupied with social affairs that she has lost the art of making butter and jam and doing the work of the farm that her grandmother did. This results in a great economic loss to the country.—The subject of a government report issued from the Agricultural Department.

The farmer's wife, in early days, got up at half-past two, and shined the plows and milked the cows and put the prunes to stew. The breakfast for the hands she'd set upon the stroke of four. And then she'd bake her bread and cake and scrub the kitchen floor. But nowadays the farmer's wife has time to call her own. "Good gracious!" says the government, "how idle she has grown!"

The farmer's wife, in times gone by, brought up the calves and lambs, and sacked the oats and fed the shoats and smoked the hickory hams. And when she'd cooked three great big meals she cheerfully arose and with her churn sat down to earn the money for her clothes. But now she often visits 'round and gossips, like as not. "My goodness!" says the government, "how worthless she has got!"

The farmer's wife, some years ago, was wholly free from nerves; twelve hours a day she'd slave away at putting up preserves. Six children dangled at her skirts, a seventh on her arm, she'd gamely set herself to get the mortgage off the farm. But now she sometimes takes a rest, like city women do. "Great heavens!" cries the Government, "what is she coming to?"

The farmer's wife departed from this vale of toil and tears for happier climes, in those old times, when under thirty years, the farmer got another mate, he somehow always found the ideal wife who tolled through life and rested—underground. But now sometimes her years add up their full allotted sum. "Great Scott!" exclaims the Government, "how shiftless she's become!"—James J. Montague in San Francisco Examiner.

A pinch of salt added to the kerosene in lamps will make them burn brighter and more evenly.

A good way to clean a frying pan after using it for fish or onion is to boil out the pan with soda water, washing clean, then put it on the fire and shake in a little oatmeal.

An easy way to cream butter for hard sauce or cake in cold weather is to pour about two teaspoonfuls of hot water over the butter adding the sugar immediately and beating it. It will be white and creamy and the boiling water is considered an improvement in the result attained.

### Famous Song Book.

The old Boston, Mass., firm of Piano Manufacturers, Hallet and Davis Piano Co., of 143 Virtuolo Hall, publish a book of songs, called "Favorite Heart Songs," which has become famous pretty much over the entire country. It is published for free distribution, a postal request to the Company at Boston being all that is required to get one. The book is much worth having—certainly many times the effort and cost of asking for it.



THE HOME OF KANSAS FARMER

# It's Easy to Shop by Mail at This Big Store

and it doesn't cost a cent more than if you lived in  
Topeka, for we pay postage, express or  
freight, in Kansas

Take a trip to Topeka and see the Big Store. If you shop here we will pay your railroad fare according to the amount of your purchase. It will pay you to come—if you can't do that, write.

The stocks of this Store are in themselves an exposition of the wares and fabrics of all lands—and the opportunities for economical buying are the greatest that will be presented—whether you buy through Mills' Mail Order Service or in person.



You can buy anything you want here in Dry Goods Carpets, Rugs and Draperies—from the least expensive grades to the finest—and the only qualities we sell are the best qualities, in all grades of merchandise.

All the conveniences of this Store are at your service—Rest Rooms, Reading and Writing Rooms, Free Check Stand and Telephone Booths, Information Bureau, etc. Every courtesy will be shown you, as the Store's guest.

## This Store is Nearer to all the People of Kansas Than any Other Mail Order House

☐ It is our purpose to serve you better, because, differently from most mail order houses, we endeavor to make this an individual mail order service for each one of our customers. We seek to know your personal tastes—to get as near your ideas and wants as we can, in order that we may send you *just the right goods* every time you order.

☐ We not only claim to fill orders on the day they are

received, but we actually do it—making the earliest possible trains for special rush orders.

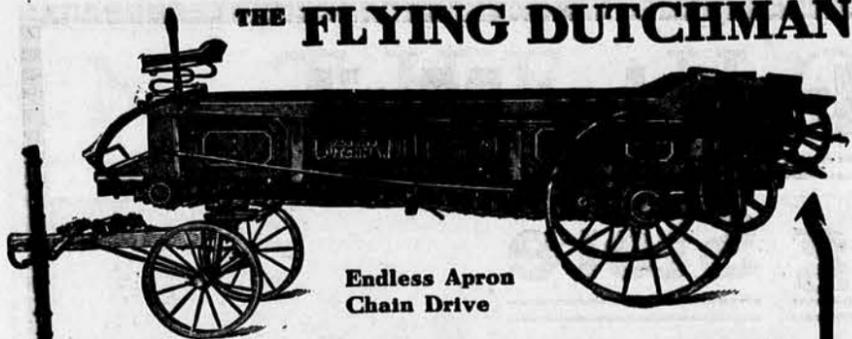
☐ Inquiries for little things receive the same prompt and careful attention as the big things.

☐ We select the best and newest goods for our mail order customers and endeavor to merit your confidence by making every purchase satisfactory. All goods not entirely satisfactory may be returned for refund, exchange, or credit, if in saleable condition.

# The Mills Dry Goods Company

## Topeka, Kansas

THE FLYING DUTCHMAN



Strong—Simple—Light Draft

Just look at the lines of this Low Down Spreader. See where the wheels are located—right under the load—just where wheels should be. The greatest weight comes on the rear wheels—giving perfect traction power without the extra heavy mud lugs that others require. The Box is as long as any spreader built, yet the distance between the wheels is from 25 to 50 per cent less than other low down spreaders. Think how much easier to handle in the barnyard and in the field—and it takes just one less horse to run it than the long unwieldy ones. Not a freakish feature about it—no, not one—we have never known a freakish implement to give satisfaction. Another point—the Flying Dutchman is lower behind than in front—the apron and load travel “down hill”—another light draft feature. The endless apron has 18 inches clearance between the lowest point and the ground—6 inches more than some others—some difference.

Steel Frame—Steel Wheels—Steel Beater

Apron runs on three sets of hardened steel rollers—absolutely no sagging. No other spreader so simple in construction—one lever operates entire machine. No other spreader so well built and strong—no other spreader so generally satisfactory to the user—“The Lightest Draft Low Down Spreader Ever Built.”

We also build the Moline Spreader which is of the same construction but has a Return Apron.

Our Handsome Spreader Booklet Free.

Also 1913 Flying Dutchman Almanac.

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MOLINE, ILL.



THE “FLOUR CITY” TRACTOR

With its complete change of color; with its dust shields over the drivers; with its new cooling system, carries with it added efficiency and a pleasing outline. Our policy is to build the BEST, regardless of COST. Not how many, but how good. The “FLOUR CITY” stands for QUALITY, EFFICIENCY AND SERVICE. Its development has been on conservative lines; its progress STEADY and SURE.

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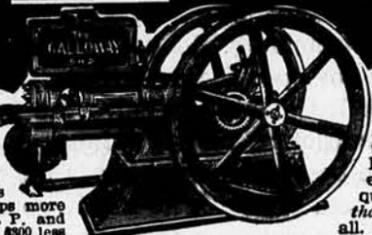
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—the most substantially constructed and simplest-to-run engine that ever came out of a factory. You won't find another engine like it anywhere. It starts at a touch—costs only a penny or so for gasoline on a big job—never goes wrong—develops more than rated H. P. and sold \$50 to \$500 less than others and on a



\$50 To \$300 CHEAPER! than you can buy same H. P. engine from mail-order house, jobber or dealer anywhere of equal quality—and better than the best of them all. That's a Galloway Engine.



Guarantee of Permanent Satisfaction or Money Back

Write Your Name on a Postal and I'll mail you my big engine book. Pick out the engine you want. I'll ship it to you on 30 to 90 days' FREE trial. Then, if you don't want the engine, send it back. The trial will not have cost you a penny. Get the book and see the bargains I'm offering. There isn't a house in the country that I don't beat for price combined with quality. Write now for my special 1913 proposition and price.

WM. GALLOWAY, President  
The WILLIAM GALLOWAY COMPANY, 295CG Galloway Station, Waterloo, Iowa  
REMEMBER—We carry stocks of our Engines in Chicago, Kansas City, Council Bluffs and Minneapolis—insuring prompt shipment.

You run no risk to patronize persons or firms whose advertisements appear in KANSAS FARMER.

STOP THE WASTE

The Silo Saves All The Tons And The Full Feeding Value

“THE silo, as other improvements which have come to make life better and easier on the farm, has required the prompt and determined action of certain men to bring them into general use,” said Prof. A. L. Haecker, of Nebraska, in a recent interview with KANSAS FARMER. We were talking with him about the unusual thing of a long time instructor and investigator engaging in a business enterprise. That is what Haecker did. For 15 years he had been head of the dairy department of Nebraska University. He had been feeding silage, talking silage and urging its use upon the people of his state. But the use of the silo came slowly as a result of such effort. Haecker determined that the way to establish the silo in Nebraska was to sell silos, to advertise and send to the farm a salesman who could sit down and whittle out the arguments for and against the silo. So

was needed to bring it to the use of man was to make it a commercial product. Cloth used to be made at home, but it was used sparingly and patched to the limit. When the great machines began to turn it out a man could have more than one pair of trousers and his wife could boast of a trunk full of dresses.

“The silo has been used by a few farmers for the past 30 years, but until silos were made a commercial product they failed to reach the need of the nation.

“Of course, there were many things which increased the demand for these silos, and without a demand they would not have been sold on a paying basis. When hay and grain were cheap and the great west furnished an unlimited free pasture, the need was not noticed or felt, but with the passing of these conditions a new kind of stock farming



GEORGE J. WOODS, VICE-PRESIDENT.



A. L. HAECKER, GENERAL MANAGER.

Haecker quit his school work and engaged in the silo business, organizing, with the Woods boys, as they are known in Lincoln, the Woods Brothers Silo and Manufacturing Co. Haecker showed his good judgment in selecting his teammates.

Mark and George Woods had for years been selling Percheron and other horses throughout the western states and had made good with their customers. The prestige gained through the sale of horses, the respect they had won for veracity and fair business dealings could be used to advantage in selling silos. Haecker capitalized all this in the silo business, and with the organization of this company with up-to-date salesmanship, good business management and Haecker's knowledge of what the silo

was demanded, and like all change it has required much loss to reach the need of the new. The silo is now a necessity, and to delay means a waste and loss.

“The silo has been slow in coming, and its delay has made white bones along the cow paths. Good food was grown in abundance each year, but wasted and scattered to the four winds, and the result was a double loss, one in food, the other in stock.

“Forty per cent of our great corn crop each year has gone to waste while our cattle were dying and our stock profits small.

“Here we are in the year of 1912 in the grandest cattle country the world has in store, when corn is king and alfalfa queen, facing a stock shortage and high priced feed. We have paid a fearful price for our conservative methods and the old ways of doing things. Now that the silo has proven its worth, why delay and lose the 100 per cent profit it brings each year? It is the most important part of your stock farm equipment, for with it your profits are insured, while without it you are quite likely to lose money.”



MARK W. WOODS, PRESIDENT.

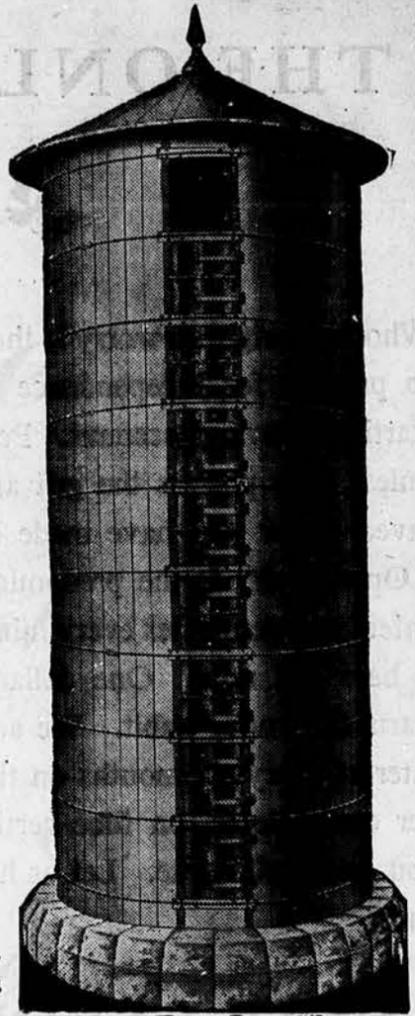
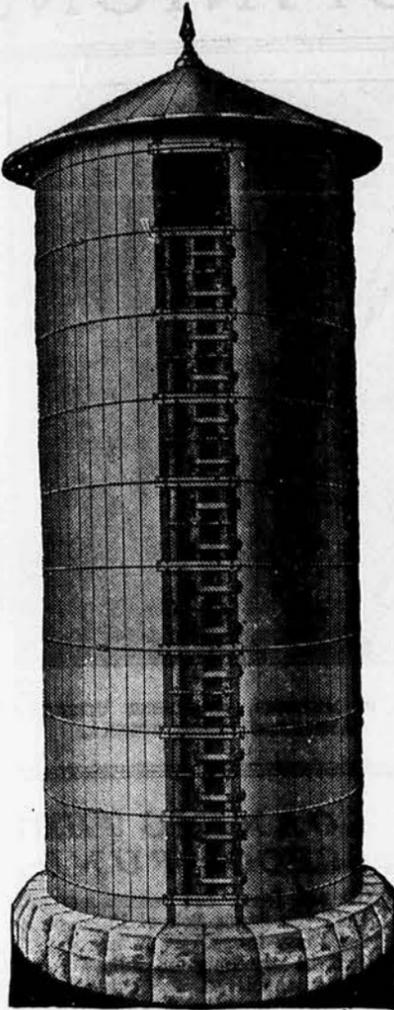
would do for the farmer of today, the west began to take hold of the silo. That the silo, as a result of the combined efforts of these men, became an important factor in western farming fully five years earlier than it otherwise would have done, cannot be gainsaid.

“The cream separator and Babcock tester play a most important part in the producing of a yearly billion dollar commerce in this country, but these most valuable inventions would have amounted to little had not their sale been pushed and fought by a thousand men of action. So it is with the silo, truly an old method of preserving forage, but because of it not being an article of commerce until recent years, its general use has been lost to the people,” continued Haecker.

“This sensible, useful conservation tank has, like the pearl of the oyster, been resting in the mind of the American farmer for 50 years, and all that

Not long since we met the teacher of a rural school who had some knowledge of dairying and in his school, during opening exercises and at other suitable times he explains the advantages of certain feeds for dairy production, illustrating the Babcock test, and in other ways setting forth the fundamentals of good dairy practice. This teacher told the editor that one of the patrons of the district found fault with this work because dairying was a small factor in the farm operations of the district. Without arguing the question as to whether or not the teacher exercised wisdom in presenting to his boys and girls ideas with reference to dairying as opposed to some other industry, it nevertheless appears to us that the action of the teacher is commendable. It was the teacher's purpose to give the pupil an insight into the common things of farm life and the possibilities through the dairy and in this way attract attention to the farm through an interesting and profitable method. The resourceful teacher can in a hundred different ways show the children much that is fascinating in connection with life on the farm and when these interesting and fascinating things are made apparent and it is shown that farm life may become something other than a life of drudgery and uninteresting as it is supposed to be, then the interest of the boys and girls is attracted to the farm rather than from it.

# THE HINGE-DOOR SILO



**THE LEADER OF ALL SILOS.** It bespeaks quality in every detail of its construction; it's the most convenient, easiest to operate and the most solidly anchored.

Nine-tenths of silage freezing can be prevented with this famous Hinge Door.  
Read full facts below.

## THE DOOR is the most important part of a Silo

You can open any door on the Hinge Door Silo with one arm—a simple turn of a lever and a push. A 10-year-old boy can open it as easy as you can.

And it's as easy to close as it is to open. That's why Hinge Door Silos are always closed, as all silos should be. Protects your silage from freezing in winter and drying out in summer.

Here's a door that can't sag, bind, stick or freeze in, you will always have it right where it belongs, and in faultless condition.

Contrast this with the ordinary silo door that when once taken out is battered from hen house to mud puddle and the second year can't be found, or is not fit for use. And picture the loss of silage exposed to the weather! There's no doubt about it, the door is the most important part of your silo and the Hinge Door is your ideal.

The Hinge-Door Silo.

### LADDER SAFE

You couldn't build a safer or more convenient ladder.

Firmly secured, malleable iron steps, 15 inches apart, 17 inches wide and with 7 inch extension from the wall. Plenty of room for foothold—almost as easy to climb as a flight of stairs.

Farmers—stop, think, you who must climb up your silo two or three times a day, imagine the convenience and remarkable safety this construction gives you.

The Hinge-Door Silo.

Patented under the Clark and Farrar Patent 952876 and Harder Patent 627732.

### LANSING SILO

You've heard of Lansing Silos manufactured at Lansing, Michigan. We now have the exclusive sale of this famous silo and can offer it to you with a better construction than ever.

Lansing Silos are known as the silos that give satisfaction. Write us for catalog and full particulars.

## BUILT STRONG

We build our Silos to last a life time and use only the best material. The full length staves of clear Yellow Fir which we use have made us thousands of friends and will make thousands more. The strong Anchoring System and heavy rods and lugs are all in keeping with the other superior parts of the Silo.

### Start Now to Get That Silo

Now is the time to get that silo started and you need our FREE BOOK that tells all.

### Free Book Tells All

Send us your name and address at once for our silo literature—valuable facts and figures on silo profits. Learn about the most astounding value ever incorporated in any silo.

Don't take chances on overlooking your best and only silo proposition.

## Woods Bros. Silo & Mfg. Company,

Lincoln, Neb.

Lansing, Mich.

East St. Louis, Ill.

Maryville, Mo.

Lexington, Ky.

Minneapolis, Minn.

Spokane, Wash.

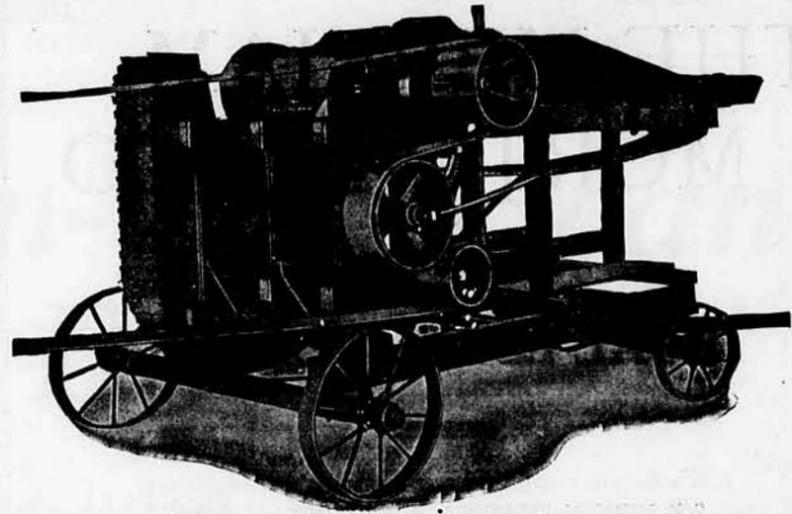
Cedar Rapids, Iowa.

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# Continental Creamery Company

Topeka, Kansas

Dep. 21



### The Famous Silberzahn Ensilage Cutter

now sold exclusively by us. Famous for many years for its high quality. Noted for its safety for the operator and the low power it takes to run it. Has great strength, big capacity and long life.

The knives operate with shear cut, short leverage and ample speed, well able to take care of all the feed you pile on the traveling table. All features described fully in catalog. Here's the coupon—mail it NOW.

#### Use this FREE Coupon.

CONTINENTAL CREAMERY CO., Topeka, Kas.

Gentlemen: Please send me your Free Silo Book. Sending you this coupon does not obligate me in any way.

Name.....

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# THE ONLY MAN



Who has a right to worry is the one who has not begun to provide for independence and a bright future by starting a savings account. People don't grow wealthy unless they possess the grit and initiative to begin to save. After you have made a start the rest is easy. ¶ Opportunity is the predominant element of life. It enters and permeates every minute of the day. ¶ Yours is here and now. One dollar opens an account and starts the saving habit. We add 3 per cent compound interest every six months on these accounts and pay 4 per cent interest on time certificates of deposit. ¶ If you can't call, write. Let us help you on to independence.

## STATE SAVINGS BANK TOPEKA

Deposits Guaranteed by the State of Kansas.

Established 1878.

# THE MERRIAM MORTGAGE CO.

TOPEKA, KANSAS.

## REAL ESTATE LOANS

OFFICERS:

E. B. MERRIAM, PRESIDENT; F. D. MERRIAM, VICE-PRESIDENT;  
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WE ARE THE FINANCIAL CORRESPONDENT

OF THE

## EQUITABLE LIFE ASSURANCE SOCIETY OF NEW YORK

THIS LARGE, PROMINENT AND SUCCESSFUL LIFE INSURANCE COMPANY, WITH ASSETS OF MORE THAN FIVE HUNDRED MILLION DOLLARS, HAS JUST ENTERED KANSAS ON BROAD AND LIBERAL LINES FOR INVESTMENTS IN FARM MORTGAGES, AND WILL BE A VERY IMPORTANT FACTOR IN THE FINANCIAL TRANSACTIONS OF THIS STATE, AND WILL BECOME CLOSELY IDENTIFIED WITH ITS INTERESTS.



J. R. BURROW, PRESIDENT CENTRAL NATIONAL BANK, TOPEKA.



F. P. METZGER, PRESIDENT GERMAN-AMERICAN BANK, TOPEKA.

### CONSERVATION IN BUSINESS

CONDITIONS change with prosperity and realization of the business needs in Kansas as well as in eastern states. Kansas has 211 national banks, holding deposits of about \$100,000,000. Only two national banks have failed within the last fifteen years, and these two paid practically all their depositors. I doubt whether there is another State in the Union that can make a better showing. The national and state banks of Kansas were never in a healthier or a safer condition than they are today.—J. R. Burrow.

One of the features of western financial conditions that is distinctly encouraging is the growth of conservatism in business matters. Doubtless some of this comes from the natural effect of age and development. Old settled communities are less likely to undertake radical movements than those that are new with less to lose. But principally it comes from the increased prosperity that has made every man possess a larger interest in the financial welfare of the locality. Fifteen years ago the average western town was practically owned in the East. Most of the store buildings and a large part of the houses were mortgaged or rented. The man with his property clear of debt was the exception. In such a condition it was not surprising if there were a welcome for every new idea that promised to give larger measure of home management or which seemed likely to curb the "money power." This was the basis of Populism and that vagary faded when the inciting cause was removed.

Today the western town is owned at home. The houses are owned by those who live in them; the stores are owned in the community; the interests of the people are their own, and everything they do is for themselves. Hence they are less willing to vote bonds in extravagance, less likely to indulge in expensive experiments in finance. The bonds voted today in Kansas are almost exclusively for education or for business investments, such as the building of municipal improvements or facilities that are actually needed. The fact that there is in almost every family a savings account and that the bank deposits have increased steadily, doubtless is back of this sentiment of conservatism, and while prosperity lasts it will remain.

#### BANKS AND THEIR PROBLEMS.

The banks are included in this growing sentiment. There has come a time when it is being realized that there should be a halt on the number of banks established. Every crossroad village, practically, has its bank now. To be sure, they have good deposits. The 897 banks of Nebraska have average deposits of \$202,284; the 1,361 banks of Iowa have an average of \$222,412 each; the 912 banks of Minnesota have an average of \$352,708 each; the 1,060 banks of Kansas have an average of \$169,000 each. Kansas has a bank for every 1,604 persons, Iowa one for every 1,634, Minnesota one for every 2,150, Nebraska has one for every 1,320.

For a time the banks of Kansas and

(Continued on second page)

### LOANING THE SCHOOL FUND

I DO not favor the recent suggestion that the State School Fund be used for farm loans. It is not only impractical in my opinion, but, I fear, it may be considered so chimerical by sound financiers who have lately come into a better mood towards Kansas that the growing reputation of the state would undoubtedly suffer from a too serious consideration of the subject either by the governor or the legislature.

It is not in the interest of the banks I propose to speak but rather in the interest of the farmer and the state. I am not, I hope, too extravagant in estimating that the farms of Kansas annually create a demand for interest bearing money amounting to not less than sixty million dollars. On the other hand, I get it from an officer of the state school fund commission that it is not likely that the fund of which he is a guardian can possibly have more than an average of six hundred thousand dollars annually to loan. You can clearly see that the employment of the school fund which will not furnish the agricultural money market with more than one-hundredth of its normal annual requirement, cannot have any appreciable effect upon interest rates on rural loans.

At the present time the law provides that the school fund must be employed only in the purchase of registered municipal bonds issued against such a definite proportion of municipal property that the risk of loss will always be exceedingly light, except under very abnormal conditions. These bonds constitute a security which demands but very little trouble, and practically no expense either in making the loan or in collecting the debt at maturity, or by legal foreclosure in default of interest. On the other hand the necessary expense of securing a loan upon farms, including the examination of property values and titles, would be so great that the rates on school fund loans either would have to go up or the net profit to the state would have to go down—eventualities spelling bad business in either event. And why is it bad business? Simply because it would be an unprofitable financial adventure, which would fail of meeting the purpose for which it was undertaken—the cheapening of money to the farmer.

The proposed scheme could not materially effect the banks or anybody else in the business of loaning money upon an interest bearing basis; for if the state should withdraw its school funds from the municipal bond market somebody else would have to supply the money to meet the demands of that class of business.

It makes no difference to the man who has money to loan whether the farmer or the municipality is his customer, and it is certain that if the farmer leaves the banks and gets the money that the municipality has been borrowing from the state school fund, the municipality in turn, must come to the banks with its bonds.

It cannot be otherwise than evident that the state cannot loan money to farmers or anybody else at four and one-half or five per cent. interest on

(Continued on second page)

# Bank of Topeka

Chartered 1868

Capital and Surplus

\$500,000.00

Under Bank Guaranty Law.

A Farmer's Bank

T. C. MUELLER,  
Vice President

F. P. METZGER,  
President

H. A. KRESKY,  
Cashier

## The German-American State Bank

Topeka, Kansas

Deposits Guaranteed by The Depositors  
Guaranty Fund of the State of Kansas

Depository of the  
State of Kansas  
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Safety  
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Savings Accounts  
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Open Until Six P. M. Saturdays

**DEPOSIT YOUR MONEY FOR SAFE KEEPING  
IN THE**

# Central National Bank

**TOPEKA, KANSAS**

**Capital and Surplus, \$260,000.00**

Your deposits are **GUARANTEED** in this Bank by the honest and careful management of its active officers, and a close scrutiny of all its business by its Board of Directors.

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## The Capitol Building & Loan Association Topeka

Offers you a plan for the systematic saving of your earnings free from fees, fines or harsh restrictions. An ideal investment. Send for booklet.

**Assets \$1,800,000**

## The Prudential Trust Company

Transacts a general Trust business, writes wills, acts as guardian, administrator, executor, receiver, custodian and trustee. Buys and sells municipal bonds. Has a farm loan department.

**DIRECTORS:**

F. D. Coburn	Thos. Page	W. W. Mills
David Bowie	J. B. Larimer	W. W. Bowman
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**"THE STORE WITH A CONSCIENCE"**

## The Badders Company

Seventh and Kansas Avenue

Largest Exclusive Clothing Store in Kansas

It is a fixed policy of this store never to carry goods over from one season to the next.

OUR

## SEMI-ANNUAL CLEARANCE SALE

is now on. You can buy Clothing and Furnishing at one-third to one-half regular prices.

"If you see it in a Badders ad—It's true."

## Be Sure to Say I Saw Your Ad

In this paper. Our advertisers like to know from which papers their orders come to the farmer.

**Banker's Opinions.**

(Continued from preceding page)  
the newer sections gave little attention to the big financial questions or the future of their business. Now the bankers and the stockholders, who are frequently some of the most radical members of the community politically, realize that there must be conservatism. They have exercised it in the past four or five years through their house cleaning. In Kansas a new law allows the state charter board to refuse bank charters when it believes there is no necessity for more banks, and this action exercised has been upheld by the state supreme court.

It is also of interest as showing the attitude of the western country bankers that several associations of bankers of that class have endorsed the Aldrich plan and have given their approval to the Monetary Commissioner's ideas. They have come to an understanding of their position in relation to the larger problems of banking and are disposed to favor real currency reform.

**ATTITUDE OF THE FARMER.**

In the agricultural West so much depends in every phase of business on the attitude of the farmer that it is interesting to see that he is becoming less excitable on questions of finance. When he was in debt, he was willing to visit vengeance on every corporation; but now when he is interested in a few himself he is less disposed to start anything detrimental to the large interests of the country. The recent sessions of western legislatures have been notably free from legislation regulating capital. The railroads have been let alone and the average westerner, outside the politicians, is willing to accede to the railroads the same freedom of action that he asks for himself. He is able to understand, as he did not when he was not himself a capitalist on a small scale, that there must be earnings sufficient to meet expenses and something more if the road is to prosper and give the service the public demands. So with other corporations—while there is a healthy sentiment that they should not injure the public, along with it is a feeling that they must be allowed to do business.

The western towns are seeking by every means possible to induce the location of manufacturing industries in their limits. They are advertising in eastern papers, telling of their advantages, and are sending agents to confer with managers of manufacturing plants, seeking to induce them to come west. Along with this must come a treatment of such institutions as will give them some assurance of profitable existence; and the western people are willing to give this.

It is unfortunate that there are political disturbers who have nothing to lose who make their success out of wild attacks on capital and every constructive enterprise, but their action is deprecated as much by the average business man as it could be in the East. The West has yet, however, many unthinking voters who see only the superficial side and these give to western politics its spectacular features. But the masses of the people are growing conservative and are striving to make out of their communities business centers rather than places for political fireworks.

The campaign of education exerted by the managers of the thousands of banks with their tens of thousands of stockholders and officers cannot be overestimated. The cumulative effect of this upon the financial views of every community can be seen in the transformation of one-time excited radicals into cautious and careful conservatives. The sobering effect of actual insight into the problems of the financial world could not have come to many except through some such process as this. On the whole, it means that the West is growing mature both in years and in its habits of thought, and indications are now that it will be seen more certainly in the ranks of business builders than in those of business destroyers.

**Banker's Opinions.**

(Continued from preceding page)  
short time without loss, when cities offer the same amount of interest on money borrowed for from ten to thirty years. It is also evident that farmers cannot safely be long time borrowers if they would avoid bankruptcy in the end. If they borrow from the school fund for as long a time as it is customary for municipalities to borrow from it, and at the same rate of interest, it would be impossible for them to carry the burden without breaking their backs. If they will not borrow from the school fund for as long a time as municipalities borrow from it, then it cannot be expected that they can get the without direct loss to the state. It is money for the same rate of interest

as much to the interest of men who have money to loan, to employ it steadily for long periods as it is to the interest of the laboring man to have steady employment day in and day out for several years at a stretch.

Farming is not a speculative business. It is an industrial business. It thrives best when it is not encumbered with a permanent interest bearing debt. It is doubtful whether the farmer ever thrives as well when the money lender becomes a sharer in his profits with all the other fellows who take toll from him at every step along the route between his field and the market at which he must dispose of his products. I often think that easy money and cheaper interest would be a fatal temptation to many farmers who would rather woo fortune through the excitement of speculation than through the slow and unromantic practice and process of thrift.

I am inclined to think that the best thought of the state should be given to the subject of short loans for the farmer rather than to the subject of long loans, such as must be secured from the school fund if it is to be managed along sound business lines. I doubt if it would be good policy for any farmer to borrow for a day longer than money can be profitably employed by him. If, for instance, he needs a temporary loan to meet the exigencies of the harvest or to enable him better to shape up some cattle for market, he should borrow for just the period necessary to meet these exigencies and not a day longer. In other words, he should be a ninety-day borrower and not a five or ten-year borrower, as he must be if he is to get money from the school fund at a lower rate of interest than he can get it through ordinary loan companies or the banks.

I do not believe it is necessary to explain here the philosophy of bankers in often preferring commercial paper to farm paper. It is not impossible at all to successfully argue that the tendency to prefer commercial loans is not only not hurtful to the farmer but that it is positively beneficial to him. Commercial loans are usually made by merchants either for the purpose of discounting their bills or else for the purpose of extending credit to their customers who may be either the farmers directly or those who sell at retail to the farmers. If the merchant borrowed to discount his bills at the wholesalers or manufacturers, it is easy to see that he can sell that much cheaper to the farmer, and if he borrowed to enable him to carry his debtors a little longer it is also clear that this is an advantage to the farmers. When the public generally understand the popular advantage of sound commercial loaning they will realize the wisdom of modern banking in giving a square deal to this class of business.

As a matter of fact, the farmer pays no higher rate for borrowed money than does the merchant, everything considered. There is no reason whatever why he should. His honesty is equal at least to the honesty of the merchant and his money is as good when it is paid in interest. If the merchant gets cheaper money it is because it is more profitable to the banks to give it to him cheaper just as it is more profitable for the commissioners of the school fund under the existing conditions to make municipalities their customers exclusively. Under present legal and business requirements, a large borrower will always get money cheaper than a small borrower, and this is especially true in the case of commercial borrowers when collateral security is pinned on and fastened tightly to their paper. If I have the land of the farmer as security I would personally rather have the farmers paper than the paper of any other class of borrowers, especially if it has attached thereto the partial payment privilege; for the loan for a long term with this privilege is ever enhancing the value of the security by what is known as the double action principle—a reduction of the loan concurrent with the normal advance in the value of the land which is bound to come under proper care and intelligent cultivation. This is an advantage to the man who carries the loan that no device can beat and it can never be a disadvantage to any farmer who believes in the personal business asset of a good credit.

I cannot bring myself to believe that any great number of legislators will give serious consideration to the division of the school fund with anything like a promising hope that it could be made to favorably affect interest rates on the sixty million dollars annually required by the Kansas farmers who are borrowers of money.

**Holstein Cows for Sale.**  
J. P. Mast of Scranton, Kan., is offering a few choice registered Holstein cows and heifers for sale. Please write for prices. Mention Kansas Farmer.

# KANSAS DAIRY COW

Continued From Page Sixteen

state was for several years done almost wholly that of the closed stock company creameries. The creameries under this plan were able and did pay better prices, and by organizing routes for the hauling of milk succeeded in obtaining a considerable supply. In 1898 there were in Kansas, 138 creameries and 230 skimming stations. In that year the National Creamery Buttermakers' Association was held in Topeka. In 1903 another record reveals 55 creameries and 465 skimming stations, showing that the number of churning plants had been still further reduced and that the skimming stations had increased. By this time the individuals operating creameries had built skimming stations which were built for and adapted only to the skimming of milk. The individual managements were able to exercise better manufacturing methods, better salesmanship and greater economies, which were favorable to the extension of dairying.

Following the maximum of skimming stations as reported above, came exceptionally prosperous wheat and corn years, which again reduced the milk supply. This, not because of complaint of low prices, but because the time of the team and driver was worth more in the field than on the road to the creamery with a few cans of whole milk. It required fully 80 per cent. of the farmers delivering milk to expend at least one-half day in this delivery. Good crops detracted from dairying and the central churning plant was doomed to failure unless some plan could be devised by which the farmer could get his milk to the creamery at less cost. About this time the centrifugal hand separator had become a practical machine and farmers here and there had bought. Creamerymen, however, frowned upon the use of hand separators because they feared that through lack of care of cream on the farm a good quality of butter could not be made.

In 1901 the writer investigated the existing creamery conditions throughout the state on behalf of a creamery which had a hundred or more skimming stations, which stations had practically dried up. In our investigations we found one skimming station which had a good supply of milk. This station was located in a community of cow care-takers much above the average. We reached this point at the beginning of harvest. Twenty farmers who had been hauling whole milk had discontinued hauling on account of harvest. Twenty other farmers who had been hauling cream three days per week, were continuing to deliver their cream. These were hand separator patrons.

We talked with the whole milk patrons who had discontinued and with the cream separator patrons who were continuing their dairying. The cream patron said his separator was successful and he would not be in the dairy business at all if he had to haul his whole milk as did his neighbors. Some special investigation was made with reference to the practicability of the hand separator as used in this community. To us the hand separator appeared as the saving grace of the dairy and creamery business in Kansas. Separators here and there in scattering communities, were investigated. The machine itself was carefully looked into. We recommended to the company which had sent us on this mission, that it take up the sale of hand separators, that not until the farmer by reason of short crops was again forced to haul whole milk, could they hope for increased or permanent supplies. That company at once took up the sale of hand cream separators and the minute this conclusion was reached, idle skimming station machinery to the value of thousands upon thousands of dollars of both the farmers' and creameries' money, became worthless. The point investigated as above, was Downs, Kansas, and the skimming station belonged to W. F. Jensen of Beloit.

The perfection of the hand separator, the proof of its practicability and its economy in dairying, is alone responsible for the present day development of dairying in Kansas. The continuance of its use will be responsible for the dairy development of the future,—not in the western states alone, but throughout the United States. In those states where the hand separator has been opposed by the creameries and where their influence upon the farmer situation has been such as to prevent him from buying a hand separator, the little hand machine

is gradually and surely forcing its way. The dairyman cannot get away from the economy of the hand separator and the consequent skimming of his milk on the farm, the feeding of the skim milk warm and sweet and the delivery of cream two or three times per week with a horse and buggy, as compared with the delivery of whole milk with a team and wagon daily. The objections to the hand separator—which objections are no longer raised in Kansas or in a number of western states—cannot be supported.

Except for the hand separator, not one farmer in ten in Kansas now milking cows, would give dairying a thought. With dairying a side issue as it is, without the cream separator there would be no dairying. The success of creamery operations depends entirely upon a cream supply sufficiently large to justify economical and up-to-date methods of manufacture and the establishing of profitable outlets. A sufficient volume of raw material must be available to permit the equipping of a factory with modern machinery, with up-to-date help, and with a management which will enable that management to compete in the markets of the world. Kansas has some of the best creameries in the United States. Kansas farmers receive fully as much net money for their butter fat, per pound, taking all things into consideration, as do the farmers of any other state.

The hand separator has resulted in the establishing of markets for cream throughout the state. There are at this time upwards of 2500 cream buying stations in Kansas. These stations are located at practically every railroad point within the state. At these stations cream is bought, weighed, sampled, tested, and cash paid for it. At many of these points there are three or four buyers representing as many different creameries. At points where there are no cream buyers, or for that matter at all points having railway facilities, the hand separator has made it possible for the farmer to ship his own cream. There are indeed few states—and these are in the west—wherein the farmer is able to exercise his choice with reference to markets and otherwise do as he pleases, as in this state.

In 1907 the legislature enacted a law which took cognizance of Kansas' dairying. That law provided for a State Dairy Commissioner, for the maintenance of sanitary cream stations, for the accurate testing of Babcock glassware, for the examination of cream station operators pointing to a higher qualification of cream buyers, providing for the prosecution of cream buyers who were found dishonest in their work, and otherwise providing for the systematic and dignified conduct of the dairy and creamery business. J. C. Kendall was the first dairy commissioner. He was succeeded by D. M. Wilson, who was followed by D. S. Burch, and George S. Hine is the present incumbent. In 1910 the dairy law was amended to make it more effective in various respects.

The report of the State Dairy Commissioner for the fiscal year ending June 30, 1911, gives the names of 81 creameries located in Kansas, which creameries maintain and operate cream receiving stations in more or less extended territory. The same report names 19 creameries located outside the state but which buy cream in Kansas. The ice cream factories of the state to the number of 28, are also large producers of milk and cream. Connected with practically all the creameries of Kansas are ice and ice cream plants. Many of these creameries also buy eggs.

Raise calves without milk and at half the cost by feeding "Big B" Calf Meal. It is an absolute substitute for milk and does not cost half as much. We can give you hundreds of testimonials from dairy-men and feeders. 100 pounds, \$3.25; 500 pounds, \$15, at Fort Scott. Order now. Brooks Wholesale Co., Ft. Scott, Kan.—Adv.

It has recently been determined that one important source of disease to which our field crops are heir and which source is commonly overlooked, is that of weeds. Weeds are as subject to disease as are cultivated plants, and diseased weeds in a field communicate disease to the growing crop. This is another reason, therefore, why the fields should be kept as clean and free from weeds as possible.



## We Make Pastures Green in January

We have enabled more than 25,000 farmers to have just as fresh and economical feed for their stock in midwinter as they have in the springtime. We have increased the milk flow of millions of dairy cows and put tons of prime meat on an uncounted number of feeders. We have increased the net value of the crops of 25,000 farms by almost 50% and we are ready to do as much for your farm.

We make the

# INDIANA SILO

with this object in mind. We built it to give the utmost silo value for the owner. We use only the most perfect silo material. We shape every stave so that it fits exactly and makes an air-tight seam. When we splice Indiana Silo staves we use our patented self-draining all-wood mortised joints, and we send out Indiana Silos so that you can assemble them without trouble and with the least possible cost.

All this means better silage for you. It means that you can feed your stock as profitably and as economically in winter as in the spring. It means more milk, more meat and more profit, with less expense, less labor and less waste.

We have 700 Indiana Silos in a single county in Ohio. We have four great factories with a capacity for making 150 Indiana Silos a day. We are the largest Silo Manufacturers in the world.

Let us build an Indiana Silo to your order now, and we will make delivery when you want it.

### THE INDIANA SILO COMPANY

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WRITE today for our catalogue and a free copy of the book "Silo Profits", which is the story of the Indiana Silo as written by scores of owners of Indiana Silos. And ask us for the name of our representative in your locality.

Remember you don't need cash to buy an Indiana Silo—  
"It buys itself."

## More Facts For YOU In the Great Western Separator Book Than In Any Other Catalog

You must get the Great Western Free Book before you choose any Cream Separator. It tells just what you want to know about the best methods of separation, how to get the most cream and butter, the highest quality products—the biggest profits. It tells and proves in plain words and by real photo-illustrations—why the Great Western Cream Separator skims closest for the longest number of years—why it will be easy running and as easy to clean after 10 or 20 years' use as it was on the day you bought it.



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That is what the Great Western Separator is. It means \$12 to \$15 more profit every year, from every cow, for any man who does not now own a separator. It means \$5 to \$10 more profit per cow every year for any man who owns any other make of separator. See the only separator that follows natural laws, cleaned in a jiffy, so no taint or odor can possibly remain to spoil next skimming, made as

accurate as a fine watch, skims cold milk to a trace. The only separator that will get you all the profits possible from your cows and save you the hard, tedious work necessary to turn and clean other separators.

Send Your Name Now On a Postal

Our book is more than a catalog. It contains information of great importance to every farmer and dairyman. Write us a postal card for it today.

We will be glad to arrange any kind of trial you want on any size Great Western. If a personal trial in your own home doesn't prove to you all we claim, you don't pay a cent. We know it will and you will be glad of the day you wrote us. Do it now while you think of it.

ROCK ISLAND PLOW CO., 212-U Second Ave. Rock Island, Ill.

## Write Me Tonight

Send me your name and address quick for my 1913 proposition and price on a Galloway Bath-in-Oil Cream Separator. Get my catalog describing its remarkable construction—its low tank and high crank—round corners, easy to clean—close skimming device that brings you big extra profits from its service alone, and then on its purchase—



I'll Save You \$21.25 to \$45

Where can you find a better bargain? Don't wait—get my proposition at once. I'll give you 30 to 90 days to test the machine. Your money back if not satisfied. Isn't that fair? But first get my catalog and 1913 offer. Mail postal or letter now. Address Wm. Galloway, Pres., The Wm. Galloway Co., 383DA Galloway Sta., Waterloo, Ia. Remember—We Carry Stocks of All Our Machines at Chicago, Kansas City, Council Bluffs and Minneapolis, Insuring Prompt Shipment.



WHEN IN TOPEKA ALWAYS STOP AT THE NEW THROOP HOTEL You will be gladly received and kindly treated. Reasonable rates. The best of service A. F. COLSON & F. W. DAUGHERTY, Proprietors

MENTION KANSAS FARMER WHEN YOU WRITE

# Kansas Tractor Experience

By R. A. GRAHAM, Emmerson-Brantingham Co., Rockford, Ill.



**Sherman Says:  
"IT'S A MONEY  
MAKER"**

**HERE'S** a letter of more than usual interest. It is written by a well-to-do farmer in the Corn Belt—Mr. Henry A. Sherman, Leland, Ill.

He tells how he cuts down his farming costs and shows why a Hart-Parr Oil Tractor is a money maker on Corn Belt farms. But you must read the letter to learn why you ought to apply his methods to your particular power problems.

Hart-Parr Co., Charles City, Iowa  
Dear Sirs:—My Hart-Parr Oil Tractor is the best piece of machinery I have on the farm.

**A General Purpose Outfit** I use it for plowing, threshing, shelling corn, hulling clover, grinding feed and grading roads. I plowed 150 acres in 10 days, but could have done it in half the time had my plows been larger. I used a 5 bottom plow, but could easily pull a 10 bottom plow.

**Furnishes Handy Power** I pulled a Sandwich No. 7 sheller and shelled a 60 bushel box of corn in a minute and a half, running on one cylinder only. My thresher is a 36x56. I threshed 3,000 bushels of oats a day, working the tractor on only one cylinder.

**It's a One-Man Outfit** Hulling clover is no work at all for the tractor. I ran both machines at this work. My grinder will grind 60 bushels of feed per hour, yet this is easy for the tractor.

**Operates Road Graders** When grading roads, I drew a Concord horse graders at one time. I graded 1 1/4 miles of road and raised the pike 4 1/2 feet in 4 days.

**Just Eats Up Work** Here's a table of the work I did with my Hart-Parr Tractor the past year:

Plowed 90 acres	Threshed 500 bu. of wheat
Shelled 2,000 bu. of corn	Hulled 600 bu. of clover
Threshed 42,000 bu. of oats	Graded 1 1/4 miles of road

I ground very little feed with it, but expect to do a lot of grinding this winter.

**Repairs Cost Almost Nothing** My repair bill for the entire season's work amounted to only 95 cents.

**Uses Cheapest Kerosene** For the hardest day's work I used only 40 gallons of kerosene at all loads.

**And Now,** after you have read this letter, if you want some literature on the subject of power farming with a Hart-Parr Oil Tractor which will prove of interest, write today for our catalog, testimonial folder and Plowing and Tilling booklet.

**HART-PARR CO.** 212 Lawler St., Charles City, Iowa



## "A STREAK OF GOLD" FREE



Here's the greatest money-making book for farmers ever published. Tells how to develop the "Gold Mine" of manure right on your own farm now. Couldn't be worth more to you if it cost you \$5.00. I send it free and promise to show you how to

**Save \$25.00 to \$50.00**

**WANTED!**

I want the names of 10 or more men in every township. Send your name quick for my special proposition on a spreader—don't wait—put your postal or letter in the mail NOW.

on the finest spreader ever built. Galloway's improved 1913 model with Mandt's new gear is the marvel of the implement industry. My best rock factory price, long free trial, long guarantee and liberal terms have no room for argument. Write quick for my advance 1913 proposition. Don't wait. Wm. Galloway, Pres., Wm. Galloway Co., 8800 N. Galloway Station, Waterloo, Iowa. REMEMBER—We carry stocks of all our machines at Chicago, Kansas City, Council Bluffs and Minneapolis—insuring prompt shipment.



When writing our advertisers, say you saw the advertisement in KANSAS FARMER. That insures to you the full benefit of the publishers' guarantee. See top of editorial page.

**T**HERE are several hundred tractors at work on the farms of Kansas. At present the machines of 30 horse power or more are mostly on the larger farms, but the small 20 horse power outfits are rapidly coming into use on the half sections and less. Many of the most successful farmers in the state have found the tractor for economical source of power and that there is an important place for them in the farm operations.

Reports from fifty-seven engine owners have recently been published, giving a good idea of the large amount of work their giant horses are doing. Last year these 57 engines broke and plowed 82,155 acres or an average of over 1441 acres per engine. Owners reporting on discing and drilling showed 26 engines to have disced and drilled 57,233 acres—an average of 2201 acres per engine. These results show the possibility of the tractor in the hands of successful farmers.

A thirty horse power engine will average 17 to 18 acres plowing a day pulling six fourteen-inch plows and from twenty to twenty-five acres pulling eight plows. In double discing and drilling it will handle three seven-foot double disc harrows and two eleven-foot drills, covering from 50 to 60 acres per day. In drilling, four ten-foot drills can be pulled and 80 to 100 acres a day seeded. About one hundred to one hundred and twenty-five acres can be harvested with an engine pulling five eight-foot binders.

A 30 horse power tractor will drive any 40-inch cylinder separator to full capacity and is an all around engine for any kind of belt work in sawing, shell-ing, grinding, etc.

H. C. Miner of Englewood, Kansas, reports that his engine broke 1691 acres and seeded 2404 acres last season. J. A. Kyle of Monument Kansas broke 1000 acres sod, plowed 1100 acres and disced and seeded 3100 acres. Writing to the American Thresherman, Mr. Kyle gives

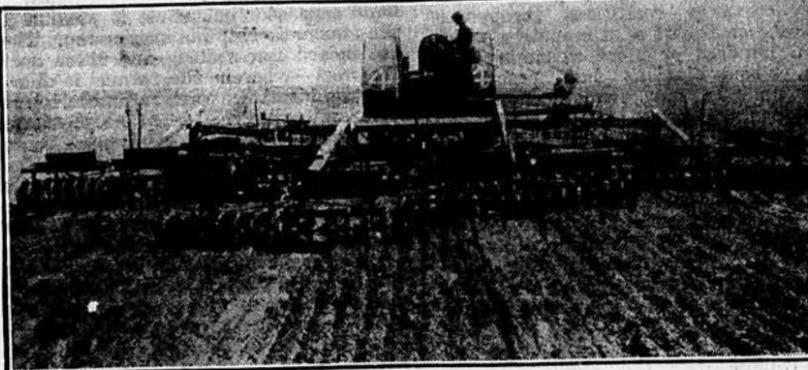
engine is in first class order, and ready for another season's work. My repairs have been really nothing."

**PRACTICABILITY OF POWER FARMING.**

A 30 horse power tractor costs about \$2800 and an eight bottom engine plow between \$300 and \$400. The work estimate will give the total number of days the tractor is to work and the interest and depreciation on the outfit for one year should be distributed among the working days in order to get it down to a cost for one day's work. If one hundred days' work is the estimate, the interest and depreciation charges will be distributed over 100 days to the amount of these items for one day. The writer's experience with engines for several years tells him that 10 per cent. is heavy enough for the annual depreciation charge providing 5 per cent. is charged for repairs. With reasonable care and attention to replace work parts as needed there is no reason why a tractor should not give as long service as any implement on the farm. 5 per cent. on the investment should also be included. Two gallons of fuel should be about the estimate per acre, and this cost will depend on the local price. About four gallons of cylinder oil, costing about thirty cents per gallon will be used each day. Grease is a minor item as only three to four pounds a day are used. This will cost about ten cents per pound. Add to this the cost of an engineer and plowman and the estimate for the cost of a day's work with the tractor should be close to actual work under your conditions. With fields of good size and free from stumps and stones the engineer can handle a self-steering outfit alone.

**WORK DONE BY TRACTOR.**

About twenty acres daily will be the average in plowing with an eight bottom engine gang. In harvesting, four to six binders can be used, cutting from eighty to one hundred acres of grain a day.



ENGINE DRAWING FIVE DISKS COVERS BIG FIELD IN A SHORT TIME.

some interesting information on the work he has accomplished with the farm tractor.

**KANSAN'S LARGE TRACTOR EXPERIENCE.**

"In April, 1910, I purchased a tractor which was delivered at Monument, Kansas, June 1. During the balance of 1910 I broke 5000 acres of prairie sod, pulling eight 14-inch plows, and during the fall I plowed 1000 acres of stubble land for wheat, pulling five gangs of disc plows or fourteen discs, with a twelve-foot packer behind, averaging thirty acres per day. I then hitched on four sixteen-horse drills that covered ten feet each, or forty feet, and two men drilled 1000 acres to wheat in twelve days. This completed our work for 1910.

"The cost of gasoline, oil and labor in plowing and seeding a 1000-acre tract was as follows:

Gasoline	\$266.34
Lubricating oil	90.00
Two men	250.00
<b>Total</b>	<b>\$606.34</b>

"This cost of 60 cents per acre is much cheaper than the same work could be done with horses.

"During May and a few days in June 1911, I broke 500 acres of prairie sod, averaging twenty-seven acres per day. As the summer was so dry, we did not plow any more, but I hitched on five eight-foot discs and with only one helper I disced the ground and seeded 1030 acres of wheat in thirty-four and one-half days. The drilling was done in several days less than half of the time, but there were only two of us and we had to haul and load wheat all over the field, thus losing much time. My total expense for gasoline, oil and one man's work for discing and drilling did not exceed thirty cents per acre, and after completing all this work my en-

Disc harrows and drills can be pulled and about sixty acres seeded a day. The large engines with high drive wheels are reasonably light in weight and what little soil is packed is again loosened and pulverized by the harrows following the engine. The draw bar pull of binders in harvest, and drills and discs in seeding, is not actually so great as the plow and not so much fuel is used. These estimates of the capacity of the tractor for work will give the acre cost of engine work in plowing, seeding and harvesting.

The results of these estimates of cost when applied to the conditions of any particular farm, should form a basis for estimating the possibilities of traction work. Such data has been voluntarily furnished by many farmers and it shows the cost of plowing with a tractor is considerably less. Ordinarily plowing can be done with engines at about one dollar an acre, whereas the same work will cost \$1.50 to \$1.75 with teams. In harvesting the ratio of efficiency in favor of the tractors is in even greater proportion than in plowing. The ability to cut a swath without stops for rest because of the weather results in much more work than can be accomplished with teams.

Some provision must be made for belt work, and adaptability of the tractor to this work further widens its field of usefulness. Work on adjoining farms may be another source of profit. The investment in a tractor may be made most profitable on many farms, especially when it is devoted to all possible uses. The tractor is as surely a step towards progress as were the plow and the reaper. It is worthy of investigation by every owner of farm land. Some well managed farms have used the tractor for several years and their reports show it to be an economical power.

**Farmers' Offices.**

During the past year the writer has visited many farms in different parts of the west. One of the things that he most particularly noticed was the farm office that many of the more progressive farmers have. These offices are fitted up with roll top desks, iron safes, filing devices and book shelves. The farmers use stationery upon which the name of the farm and the owner is printed and write nearly all of their letters with the typewriter.—H. F. PATTERSON, superintendent of Better Farming Association of South Dakota.

**Phosphorus at One Dollar Per Acre.**

Phosphorus can be secured in no other way than to buy it. In its cheapest form it costs 3 to 4 cents a pound. There are 17 pounds in 100 bushels of corn. If 50-bushel crops are raised, about 30 cents per acre annually would restore the phosphorus. This is merely the cost of maintenance and the fertility would not increase. As this element usually limits the crop, more should be applied than is taken off. It is considered that 1,000 pounds of raw rock phosphate applied per acre once in four years is a reasonable expenditure, builds up the soil rapidly and profitably. This will supply phosphorus about twice as fast as it will be removed in large crops.

**We Are All Guilty.**

A. F. Woods, of the Minnesota Agricultural College, has been quoted as saying:

"People are beginning to throw bricks at the farmer for his unscientific methods, and they have been throwing bricks for some time at that 'wicked branch of the trade, the middleman,' and there is room for improvement on the part of both of these, but the consumer is just as unscientific and just as unbusiness-like as either of them and just as responsible for the high prices. I know we are just as guilty in my own home as in every other home."

**Application Limestone and Rock Phosphate.**

Ground limestone and phosphate rock may be spread upon the soil at any time. We favor putting ground limestone on the land after it is plowed. This gives it an opportunity for the limestone to leach through the upper part of the soil where it is the most acid. The phosphate rock should be applied to the fields with manure and plowed under with some green crop; that is, if the best results are to be obtained. If the soil is well supplied with roots of previous crops it may be applied to the surface the same as the ground limestone, but it will take longer for it to give returns when applied in this way than mixed with manure and plowed under with a green crop.—Hoard's Dairyman.

**Cost of Concrete Roads.**

About Detroit, Mich., it is said is a large mileage of concrete roads. Kansas has not reached this stage of road building generally, but the situation here and there in a limited mileage makes necessary the best road it is possible to build. The advantages claimed for the Detroit concrete roads are the combination of great durability with a minimum cost for maintenance. In addition the surface of the road was hard and smooth and practically free from dust. Cost of mile of concrete:

2,274 barrels cement .....	\$2,274.00
Sand and gravel, 1,906 yards...	1,671.00
Expansion joints .....	160.13
Grading. ....	440.82
Labor. ....	2,216.70
Watchman. ....	125.00
Coal, oil and waste.....	51.48
Car fare (laborers) .....	50.00
Lumber .....	100.29
Shoulders, 2 feet on each side..	500.00
<b>Total. ....</b>	<b>\$7,589.42</b>

**Increased Productivity by Machinery.**

In a recent circular on the subject of farm labor, issued by the United States Department of Agriculture, the increased productivity of human labor by the use of implements and machinery is strikingly stated in the case of corn. From 1855 to 1894 the time of human labor required to produce one bushel of corn on an average declined from 4 hours and 34 minutes to 41 minutes. This was because inventors had given to the farmers of 1912 the gang plow, the disk harrow, the corn planter drawn by horses, and the four-section harrow for pulverizing the top soil; because they had given to the farmer the self binder drawn by horses to cut the stalks and bind them; a machine for removing the husks from the ears and in the same

operation for cutting the husks, stalks and blades for feeding, the power being supplied by a steam engine; because they had given to the farmer a marvelous corn sheller, operated by steam, and shelling one bushel of corn per minute, instead of the old way of corn shelling, in which the labor of one man was required for 100 minutes to do the same work.

**Money from Tomatoes.**

One of the easiest ways I had of making money this summer was off of some tomatoes we had planted in our garden. My husband bought 100 plants for 50 cents. He and our two boys, aged eight and ten years, planted them in the garden for our home use. About 90 plants lived and grew rapidly, producing fine, large tomatoes the middle of June. We used them on the table all the time for a family of six and I canned 60 quarts, and there were so many left I decided I would try and sell some. So I told the neighbors I would sell them at the house for 2 cents a pound. I sold several pounds that way, and we gathered them the evening before, culled them over and took the nicest ones to the steam plant employees' families, who live close to the plant where my husband works. We only made two trips, and sold tomatoes at 2½ cents a pound delivered. There were any number of families living close by, but on account of the scarcity of tomatoes we could only get around to a few families, and were gone only two hours at a time. We could have sold all kinds of garden truck if we had had it, and if nothing happens to prevent, we aim to raise all kinds to sell to them next year. On the two trips I made I collected \$4.50 from tomatoes sold. I have a family of six, for which I do all the cooking, washing, ironing, etc., put up some 300 quarts of fruit, besides helping to raise 200 chickens this spring.—MRS. DAISY KENWORTHY, Kansas.

**Save Your Hogs—**

Anything that helps you keep disease from hogs is certain to increase profits at market time; and in helping you do this Lewis' Lye is therefore worth many times its cost. In safeguarding your money investment, in hogs—don't overlook the importance and value of lye. Lewis' Lye, because of its guaranteed purity, full strength—its simplicity of feeding—has long been recognized as the surest hog conditioner.

**Lewis' Lye**

**The Standard for Half a Century**

Saves its cost hundreds of times a year for others. When fed to your hogs consistently, according to our specific directions, it will do the same for you—and produce big, fat, healthy animals at market time.

The genuine has a Quaker label on every can.



**On The Farm—**

Lewis' Lye, as the pure lye is, is especially recommended as a hog conditioner and preventive of disease. It is also valuable as a disinfectant and for spraying trees, vines, etc., etc.

**In The Home—**

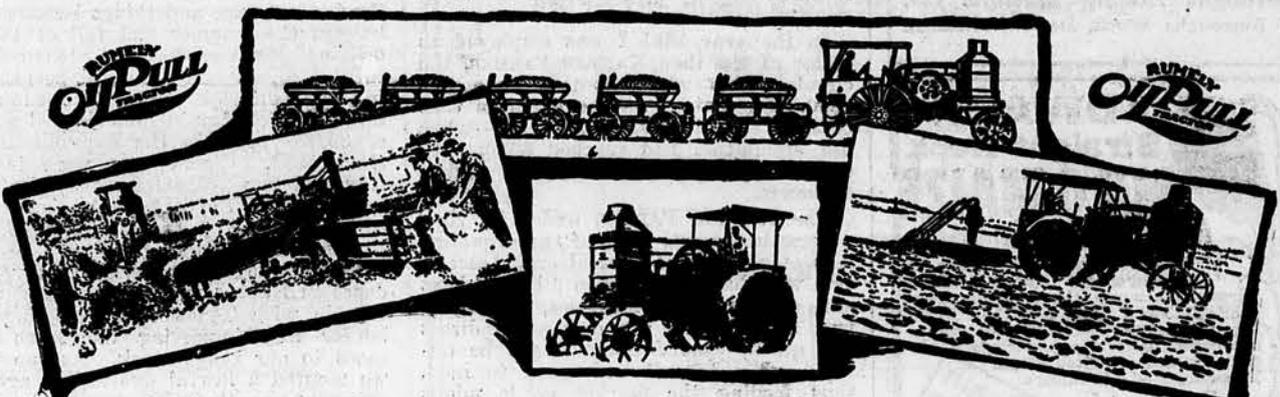
For soap making, softening water, desiccating vermin—cleaning pots, pans, dairy utensils, cream separators, woodwork, windows, etc. Lewis' Lye is supreme because it cleans without scouring.

When you order lye see that the purest and best is delivered to you. Get Lewis' Lye—the only lye made and sold by manufacturing chemists, 98% purity and full strength guaranteed.

Our booklet suggests many uses for Lewis' Lye on the farm and in the home that you should know about. Mailed free on request. Address:

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Don't be humbugged any more! Gabel's World Beater Pig Forcep is sold on 30 day free trial. Good, reliable agents wanted. Reference, Brad streets Commercial Agencies and 1st Nat'l Bank, Hawkeye. GABEL MFG. CO., Hawkeye, Iowa



**Your Chief Helper**

**A Rumely OilPull Tractor, 15-30 h.p., would soon win this title**

One big advantage of a tractor is this—you can work it hard at the right time—24 hours a day, if necessary. The big advantage of an OilPull Tractor is that it can stand this pace without danger of a breakdown. Its value in a rush will pay you for having it. The



**Tractor, 15-30 h.p.**

is built particularly for small farms. A 160-acre farm can use it with profit and a big farm will find it a mighty handy machine.

You can use it profitably 365 days a year. It will build roads, saw, thresh, bale, shred, etc. It has a range of 100 revolutions per minute in pulley speed—fits any machine. It will run any but the largest separators.

It has plenty of power for ordinary work—pulls 4 bottoms in ordinary breaking—4 to 6 in plowing. It will plow and disc 10 to 14 acres a day. Two boys and this tractor will do the work of 4 men and 12 horses all the time—as much more at night with another crew.

The big part about this tractor is that it is easily handled and will go almost anywhere. It is fine for slow, steady work, and is equipped with two geared speeds, for heavy hauling and quick return, harvesting, hill-climbing, etc.

Every 1913 OilPull is self-steering—Dreadnought guide furnished with it. Any kind of farmer can make use of this tractor to advantage. Write for illustrated catalogue.

**RUMELY PRODUCTS CO.**

(Incorporated)  
**Power-Farming Machinery**  
KANSAS CITY WICHITA DALLAS



# Editorial Recollections



## The Business Farmer

E. H. Totemier, a farmer near Santa Rosa, California, wanted to know—not merely guess—exactly what it cost him to raise and market his farm products.

He learned how and now he can tell at any time, where his profits come from, and he's saving money now that he didn't know he was losing before.

The Burroughs book-keeping machine which he uses, enables him to get the facts, at a cost he can afford to pay.

He's enthusiastic about his Burroughs. You would be also if you used one.

Burroughs Adding Machine Co.  
287 Burroughs Block, Detroit, Michigan

### DWARF Straight Neck MILO MAIZE

**DROUGHT RESISTING**  
Yields 60 to 100 bushels to the acre and stands greater drought than any other sorghum. Earlier and more productive than Kafir Corn or ordinary Milo Maize. Thoroughly selected. Grown from stock seed, obtained from the United States Department of Agriculture.

**Free Sample and Big Catalog**  
of 106 pages with hundreds of illustrations. Write for Bar- telde's Cultural Guide. It is FREE.

**BARTELDES SEED COMPANY,**  
Oldest Seed House West of the Mississippi River.  
808 Mass. St., Lawrence, Kans.  
627 W. Main St., Okla. City, Okla.  
109 Seed Bldg., Denver, Colo.

**A New Grain "Feterita"**  
Extremely early maturing. Yields 50 to 80 bushels per acre. Grows to 30 inches tall. No tassels. No chaff. No rot. No insect damage. No frost damage. No hail damage. No drought damage. No insect damage. No frost damage. No hail damage. No drought damage.

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We are the oldest established Fur House in Kansas City—have been paying highest cash prices and always giving our customers a square deal on every shipment since 1870. Ship us all your

## FURS

We need all you can send, right now. We pay the prices we quote; give liberal assortment, do not undergrade, and remit cash in full same day shipment is received. We charge no commission. Send today for our free price bulletin quoting highest cash prices which we actually pay, free tags and full particulars.  
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The Simplest, Safest, Easiest Operated and Most Economical Generator Made. No Changing of Water. Recharged in Two Minutes. Install the Plant Yourself.

We tell you how. Every plant guaranteed. No better or cheaper light than ACETYLENE. No filling of lamps, no smoke, no odor, no danger. Light without matches, as convenient as electricity. Complete plants ready to install. Small plants for small houses, larger plants for larger houses. Write us.

**Marvel Acetylene Generator Co., 835 Kansas Ave., Topeka, Kansas.**

When writing advertisers, please mention Kansas Farmer.



SENATOR W. A. PEFFER.

## Senator Peffer's Last Writing Recalls His Days as Editor Kansas Farmer

THIS article was dictated by Senator Peffer while confined in Christ's Hospital, Topeka, and a few weeks before his death on October 6, 1912. For ten years, Senator Peffer had been the editor of KANSAS FARMER. To express his thought, he spent ten of his best and happiest years as an editor. So fond were his recollections of that time that he seemed unable to forget them. He felt his weakness and realized that soon he would be called to the Great Beyond. He really wanted to leave something of his reminiscences as editor of KANSAS FARMER. This article is what he left. It is only a part of what he intended to write. He was not able to complete his plans. Those who knew Senator Peffer personally and those who read his writings, will recognize that this article is not the clear, vigorous composition of his earlier years. It is printed here just as he dictated it, with no editorial supervision whatsoever. It is presented as the last work of a great and noble mind, written in its declining years.—Editor.

**A**GRICULTURE leads the world among useful callings. Earth is the source of all wealth because it furnishes materials from which wealth is derived. How important it is, then, that there be ready means at hand for spreading information to the people concerning the value of varied sources of wealth and means of securing them. Note what a wonderful work in this line is done by KANSAS FARMER of Topeka today. Centered in Topeka, it reaches thousands of men and women in all parts of the country, conveying information touching every phase of agricultural life.

In the year 1881 I was employed as editor of the then KANSAS FARMER, the circulation of which at that time was 2800. I remained on the paper in that capacity until 1891—ten years—when our circulation had reached 6000. My office force never exceeded half a dozen hands.

The KANSAS FARMER under its then new management, favored the organization of a National Agricultural Association with local agencies in all the wheat and corn growing localities, so organized as to make communication direct and quick, that farmers might be advised when to sell and when to hold, thus feeding the market as it might need. The KANSAS FARMER of that day also favored organization among farmers generally and about that time an organizer from Texas paid us a visit and talked organization among the farmers here and spoke favorably of results in his own section. Seventy-five per cent. of our population at that time were on farms and speculators were preying on this rural population. Farms were being sold for one-fourth their value under foreclosure proceedings. Five mortgage companies at Topeka reported that the loans made by them, still outstanding, amounted to \$22,000,000 and 90 per cent. of that had been invested in Kansas. Kansas and Nebraska had 134 incorporated mortgage companies.

A man named Scott had undertaken the organization of the Farmers' Alliance & Industrial Union, out west, and he telegraphed me to come and talk to his people. I went, and that was the beginning of what became a formidable power for good throughout the state. It gave the farmers courage individually as well as collectively, and played hob with politics—as the sequel will show. From that time on until election day I was

ings, doing my editorial work on the wing. I carried with me a solid card-board 8x12 inches in size, which, when resting on my knee furnished a writing desk. I arranged with the foreman at the office to send me exchanges to meeting places and I forwarded my editorials in time for use in next issue, from points wherever I met a railway train.

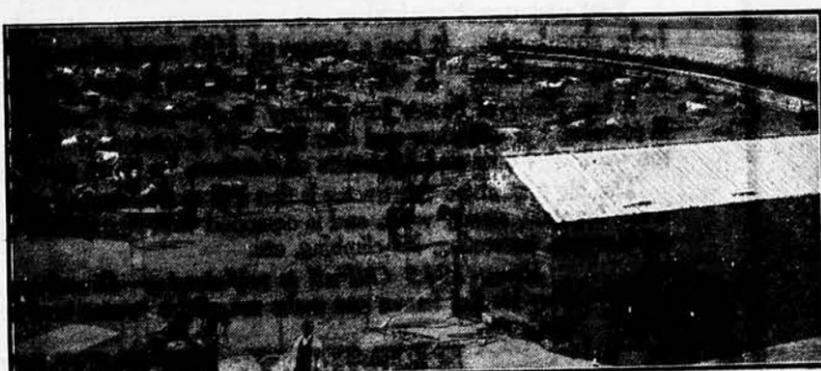
While this work was in progress a new political party was developing with a clear-cut motto—"Let the people rule"—and the KANSAS FARMER approved it most heartily. Our candidates for state and congressional offices took the field at once and things became lively. In the summer and fall of 1886 I delivered 100 speeches and visited 65 of the 105 counties in the state, besides doing my editorial work. The summing up of election day in 1890 showed a drop of 80,000 votes in the Republican poll since 1888. Clodhoppers were in the lead and two years later they sent the traveling over the state to Alliance meet-editor of KANSAS FARMER to the United States Senate.

During the earlier period of my residence in Kansas we had a great deal of trouble with Texas cattle crossing the border and imparting dangerous diseases to our range stock. At one time we secured a lawful quarantine against them. At another time two roadways—many miles apart—were agreed upon as separate ways for the movement of range cattle from the southern to the northern ranges.

While this was going on, however, our people were not idle or slothful. Improvement was visible on all sides. Farmers were not only widening the sphere of their labors but were adding to the number of their details by practical experiments along useful lines—silos, irrigation, boring for water, cutting grass, plowing by steam power, experimenting with Kafir corn, sugar cane, alfalfa, and various grades of cattle and horses.

Farmers' meetings and county fairs were held yearly and during this period the grange was formed.

Soon after cattle diseases became epidemic—from bighead to tuberculosis. Dr. James Law, of Cornell University, was sent to Kansas to look after what was taken to be black leg—a disease on which (as well as tuberculosis) he was well informed. Nearly the whole herd at the Kansas Agricultural College was at that time killed because of the prevalence of tuberculosis.—W. A. PEFFER.



WESTERN KANSAS FEED LOT—A TYPICAL SCENE—KAFFIR AND CANE MAKE CATTLE FEED WHEN WHEAT AND CORN FAIL.

## Protect Yourself from Drought

### The Only Plow That Does

Yes sir, this remarkable plow actually protects your crops from drought and it's the only plow that does. Here's how: It leaves no air spaces between top and subsoil. Thus the moisture supply from below is not cut off. In times of drought, water comes up from



subsoil, just like kerosene comes up a lamp wick. It refreshes the roots of your plants—keeps the crop green, strong and healthy, even though the ground is parched and bone-dry on top. You see the

## Rock Island "C.T.X." Universal Plow

has a peculiar bottom—corkscrew-like in shape. On this plow, the dirt travels backward and downward, not backward and upward, as on other plows. This makes an absolutely clean furrow, and a thoroughly pulverized soil. Saves one harrowing. And all trash covered. And each slice turned clear over flat. No crimping. No air spaces between topsoil and subsoil.

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Note, too, it is UNIVERSAL. Not a plow for just one or two kinds of land. Not a plow for certain soils. It will do perfect work in ANY plowable field on your farm. And at any depth down to 8 inches. Gumbo, heavy clay, sandy loam, mixed soils, stubble fields, meadows, old cornfields, tame sod, they all "look alike" to the Rock Island Universal. Saves buying an extra bottom or another plow.

A great plow. A wonderful plow. A money maker. A money and work saver. Twenty years ahead of the ordinary kind. Now the most popular plow in existence. Once you see its work, you'll have no other kind on your farm at any price. That's a fact.

**WRITE!** Let us tell you how it looks and how it works; how dangerous air spaces are now done away with; how you are able to buy this superior implement at about the price of a commonplace plow. Let us also tell you the nearest place where you can see this really remarkable plow and get the price.

All these facts will be sent you, free and post-paid. Just take a postal now and write on it these words, Tell me about your Plow. Give your name and address. Then send the card to

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Send for our special price list before making shipments to any one. Our prices will increase your income this season. You don't guess about your prices when getting ours, but get the highest always. When shipping to us you save the middleman's profit.

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**OUR CUSTOM TANNERY**  
Try it this year. Work guaranteed. We tan hides and furs and make robes, coats and gloves. Write for illustrated catalogue. Cash for furs and hides. Send for free Price List. **Bismarck Fur Co., Box 280 Cedar Rapids, Ia.**

**4 RINGS GIVEN**  
Sell 10 packs Smith's Hair Tonic & Dandruff Remedy at 10c each. **WE TRUST YOU** When sold send money and we'll send 4 rings or choice from our premium list. **ROSEBUD PERFUMERY CO. BOX 42, WOODSBORO, MD.**

# PROGRESS AND PROSPERITY

By J. M. WILLIAMS, Sylvan Grove, Kan.

I have been a continuous reader of KANSAS FARMER for 31 years and during that time have found much help in conducting my farm and I think the money I invested in KANSAS FARMER was a paying proposition.

I came to Kansas with my uncle, R. Williams, when a young man 18 years of age, and settled on Spillman Creek nine miles north of Sylvan Grove, on the

ed farming for myself without one cent's help from any one. I built a little log shanty on my claim and batched until '79, when I married, and my wife and I fought the battles of the early pioneer.

In 1883 I sent to Illinois and bought the first pair of thoroughbred Poland China hogs brought to this country and it was from this venture I got my start in breeding thoroughbred swine. I have



MR. WILLIAMS' HOME AND FAMILY IN 1879.

same farm I now own. In 1873 we made the trip from Ohio overland in wagons, bringing with us five teams, 70 head of high grade and registered shorthorn cattle and 100 head of sheep. Ours were the first Shorthorns brought to this country. We were eight weeks on the way from Ohio. I was a young man, full of vigor, and did not mind the slow and tedious journey and thought I was having the time of my life. We made the trip in good shape and all the stock came through in fine condition.

I lived with my uncle until old enough to take a claim in the same neighborhood. By working where I could I earned enough to buy a team and start-

at the present time the largest herd of registered Angus cattle in the country. I own 400 acres, where I live, of creek bottom land well improved. Eighty acres are in alfalfa and the balance of the farm land I plant to corn and sowed feed.

EDITOR'S NOTE—Mr. Williams, the writer of the above letter, is a prominent man out his way. He is not only known for his pure bred Angus cattle and Poland China hogs, but is known also for his public spirit and enterprise. He is secretary of the Sylvan Grove Fair and Agricultural Association, which each year holds a highly creditable exposition.



HOMESTEAD IN 1912, WITH HERDS OF CATTLE AND HOGS AROUND ABOUT.

## Our Soil Problems

was 14.67 bushels, while the average yield for the last 18 years from 1893 to 1910, was but 11.03 bushels. If the six poor wheat years from 1893 to 1898 are omitted and only the last twelve years of this period—1899 to 1910—considered, all of which were fairly good wheat years, the average acre-yield was but 12.73 bushels.

McPherson County is one of the oldest leading wheat-producing counties in the state. The acre-yield of wheat in this county for the average of the first eighteen years of this period—1875 to 1892—was 17.41 bushels, while the acre-yield for the last twelve years—1899 to 1910—was 12.85 bushels. This shows a decrease of nearly two bushels in acre-yield of wheat for the state, and over four and one-half bushels for McPherson county. This reduction in acre-yield has taken place regardless of all effort to increase the yield by the introduction of the hard red Turkey wheats of improved strains and varieties, and in spite of all efforts toward better wheat production by means of more thorough cultivation of the soil in preparation for the crop.

Consider corn the most important crop of the state. The table that follows gives the acre-yield of corn for the state and for Nemaha, one of the most important corn counties of the state, by six-year periods from 1875 to 1910:

Period	YIELD OF CORN IN KANSAS AND NEMAHA COUNTY BY SIX-YEAR PERIODS, 1875-1910.	
	Kansas	Nemaha Co.
	bu.	bu.
1875-1880	39.13	40.09
1881-1886	32.25	35.87
1887-1892	23.02	33.82
1893-1898	19.59	30.56
1899-1904	21.19	27.08
1905-1910	22.65	26.54

This table shows that the yield of corn

for the six-year period, 1875 to 1880, was 39.13 bushels to the acre, but dropped from this amount to 19.59 bushels in the six-year period 1893 to 1898. Since 1898 there has been an increase of three bushels to the acre.

It has been suggested that a possible explanation of the reduction in acre-yield of corn for the state was the fact that the corn belt had been extended into counties in the western part of the state poorly adapted to corn. That this cannot be the correct explanation is at once evident when the acre-yields of the eastern corn growing counties are considered. Nemaha County, one of the oldest and best corn growing counties of the state shows the same reduction in acre-yield as shown by the state as a whole. The yield of corn in Nemaha county from 1875 to 1880 was 40.09 bushels, and since that time has fallen gradually until in the six-year period, 1905 to 1910, only 26.54 bushels were grown to the acre.

The reduction in acre-yield of the farm crops of the state is not a local problem. The states of Virginia, New York, Ohio, Illinois and Missouri have faded and are facing the same situation. To think that Kansas soil is so fertile that crops may be grown continuously without thought of maintaining the fertility of the soil is the height of folly. Kansas soils in most respects do not differ from the soils of the Eastern states. The plant food in them is, upon the whole, no more abundant. They are reduced in fertility by continuous cropping, just as the soils of Ohio and Virginia have been reduced by this practice. They respond just as readily to good treatment as the soils of the Eastern states. If we are to maintain the fertility of our soils permanently, we must adopt the best methods of the Eastern farmers, who have succeeded in maintaining the fertility of their soil.



## "Banquet" Hams AND "O. K." Lard

Are *quality* products because they are made from the best hogs that we can buy from the Kansas farmers, are fattened on Kansas corn and made in a Kansas institution—a strictly Kansas proposition.

Then why not insist on getting these brands?

### TO SHIPPERS, FEEDERS, OR RAISERS:

If you desire to dispose of your hogs and cattle to the best advantage, fill in blank below, and we will submit you an interesting proposition. We have best of yard facilities, no delays, no commissions. Others have shipped us for years and are still satisfied with our treatment.

Fill in the blank below and mail at once to

**Chas. Wolff Packing Co.**  
Topeka, Kansas

P. O. \_\_\_\_\_ DATE \_\_\_\_\_ 191\_\_

I HAVE THE FOLLOWING LIVE STOCK ON FEED AND WOULD LIKE TO HAVE YOU MAKE AN OFFER OR SEND BUYER:

No. Head	Description	Breed	De-horned	Age	Avg W'ght	On Feed Since	Will be Ready for Shipment	Price
.....	Steers	.....	.....	.....	.....	.....	191	.....
.....	Cows	.....	.....	.....	.....	.....	191	.....
.....	Heifers	.....	.....	.....	.....	.....	191	.....
.....	Bulls	.....	.....	.....	.....	.....	191	.....
.....	Hogs	.....	.....	.....	.....	.....	191	.....

REMARKS: \_\_\_\_\_

(Signed) \_\_\_\_\_

## TOPEKA TRUNK MFG. CO.

ESTABLISHED 1880

Manufacturer of and dealer in Trunks, Grips, Suit Cases, Brass Goods and all kinds of Leather Goods. The largest assortment and oldest established house in Kansas.

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HIGH CLASS TENTS AND AWNINGS

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The Worlds Greatest and Surest  
**Veterinary Remedy**  
 HAS IMITATORS BUT NO COMPETITORS!

**SAFE, SPEEDY AND POSITIVE.**

Supersedes All Caustery or Firing. Invaluable as a CURE for

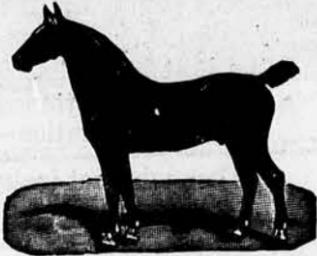
- FOUNDER,
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REMOVES  
 BUNCHES or BLEMISHES,  
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SAFE FOR ANYONE TO USE.

We guarantee that one tablespoonful of Caustic Balsam will produce more actual results than a whole bottle of any liniment or spavin mixture ever made. Every bottle sold is warranted to give satisfaction. Write for testimonials showing what the most prominent horsemen say of it. Price, \$1.50 per bottle. Sold by druggists, or sent by express, charges paid, with full directions for its use.

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 Always Rollable. Sure in Results.



None genuine without the signature of  
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 Sole Proprietors & Distributors for the U.S. & CANADA. CLEVELAND, O.

**NOTHING BUT GOOD RESULTS.**  
 Have used GOMBAULT'S CAUSTIC BALSAM for more than 20 years. It is the best blister I have ever tried. I have used it in hundreds of cases with best results. It is perfectly safe for the most inexperienced person to use. This is the largest breeding establishment of trotting horses in the world, and use your blister often.—W. H. RAYMOND, Prop., Belmont Park Stock Farm, Belmont Park, Mont.

**USED 10 YEARS SUCCESSFULLY.**  
 I have used GOMBAULT'S CAUSTIC BALSAM for ten years; have been very successful in curing curb, ringbone, capped hock and knee, bad ankles, rheumatism, and almost every cause of lameness in horses. Have a stable of forty head, mostly track and speedway horses, and certainly can recommend it.—C. C. CRANE, Training Stables, 590 Jennings Street, New York City.

Sole Agents for the United States and Canada.  
**The Lawrence-Williams Co.**  
 TORONTO, ONT. CLEVELAND, OHIO.

# LIVE STOCK



There never was a time in the history of Kansas or of the country at large when the good work of the breeder was more needed than it now is. The shortage of meat producing animals which is so apparent here, is world wide and the opportunity for taking a new start and improving the quality of all classes of farm animals never was so great as now. Certain of the corn belt states which have heretofore been noted for their beef and pork production have ceased to hold this distinction because of changing conditions. These states depended upon the ranches and ranges of the west for cheap feeding cattle which could be finished under corn belt conditions and which were thought to produce beef cheaper than could be done in any other way. The feeder will now have to give place to the producer. The men who feed cattle must also grow them on their own places. That this will be done is certain and only a question of time. That the men who get into it early and learn how to produce baby beef on a corn belt farm, economically, will be the men who will make money.

Some farmers are prevented from getting into live stock on a profitable scale by reason of lack of free capital that can be used or because of a lack of confidence in the stability of the market. There is only one rule that should be followed in marketing fat stock and that is to market them when they are ready. This is the only rule that is followed by the men who do not lose money on cattle.

It is now questioned as to whether the breeding for big type in hogs may not be carried to an extreme so that size will overshadow quality. It sometimes seems to be difficult to start any fashionable line of breeding without its being carried to an extreme. Many breeders yet remember the old fashioned, smooth, dumpling-like Poland China which was one of the handsomest of animals, as smooth as a peeled onion and always fat. They will also remember that these animals were found to lack in strength of bone and that the litters were very small on the average. It is not hard to remember the day of the hot bloods and how this fad was carried to such an extreme that it killed itself. The question is now being raised about the big types. It seems that some breeders in their anxiety to secure big type are not able to guard against the coarseness in quality as they would like, and the medium type breeders are taking advantage of this fact and working it for all it is worth. A big, roomy type that is prolific and has quick maturing powers is the ideal toward which all are striving and the most difficult problem of the modern breeder is to secure such a type without coarseness. He who has done this has hogs that will sell themselves. He who has not done it will have to mend his ways in some respects or he will have no customers.

There is no more important question confronting the people of the United States today than that of the production of cattle and hogs for market purposes. Kansas needs and should have a thousand producers of these staple articles of human food in each county. Each producer should breed and raise his own stock and fit it for market. This is undeniably the cheapest and most effective way, and long experience shows that it is uniformly profitable to those who stay by it. Those who try to dodge the market and sell off all their live stock when the price gets low and then are tempted to buy again when the price gets high, are the ones who always lose.

Live stock ought to be kept on every farm not only as an excellent source of revenue in furnishing an absolutely necessary article of food, but it should be kept for the benefit of the land. Nothing has yet been discovered that will take the place of barnyard manure in building up the humus of the soil and enriching it, or at least maintaining its fertility. It is a wrong idea to suppose that land can be maintained at its first richness without having something turned back to it. Commercial fertilizers are stimulants of plant growth but they are not soil builders. Barnyard manure is a soil builder with stimulating powers. The heavy draft which is made on the soil by the growth of crops must be replaced or the soil is gradually impoverished. The larger the crop yield, the more plant food is taken from it and when this is done year after year with no return and no rest, the soil cannot help but lose.

The Argentine, about which we hear so much these days, is a country very much like the United States. It is founded by about the same degrees of latitude in the southern hemisphere and has a climate not unlike our own. Its very plains are prairies similar to the Mississippi valley, and it is occupied by vast herds of cattle which practically raise themselves, just as in this country when Kansas was young. The Argentine is one of the chief sources of the "roast beef of old England" and the supply which comes from that country is the chief meat food of the British working men and the middle classes. Home raised and fitted beef in England sells for more money than it does here, but the refrigerated beef of the Argentine and Australia sells in London for less than 10 cents per pound. With our present shortage, those who are interested in studying the economic conditions of this country are asking the question, "Whether this nation will not find it necessary soon to import refrigerated beef from the Argentine?" It takes years to restore a depleted source of beef supply. The pork situation can be controlled much more easily, but the beef producer has two important things with which to contend. He has got to get back to a normal number of breeding animals and at the same time he has got to feed a rapidly increasing population whose demands on him are increasingly heavier each year. It would take years to get back to a normal number of beef producing animals even if our population were not increasing, but with the increase of a million and a half each year, everyone of whom must be fed, the problem becomes almost appalling.

In European countries it is a fixed custom to carefully examine the soil before the tenant takes possession of it. At the end of his tenancy the soil is again examined and if it has decreased in fertility he is fined, while if it has increased in fertility, he is rewarded. It may never be necessary or desirable to pass such a law in this country, but the adoption of such a practice would be of undoubted value. The American system of tenantry has done more to deplete the fertility of the soil than all other causes put together. No tenant can afford to expend the labor and material necessary to fertilize a farm on which he can hope to remain for only one season, and no landlord ought to afford to allow any tenant to remain on his land so short a time as one season. The American system of tenantry is the most ingenious and effective scheme which could have been devised to impoverish the soil. With long term leases and inducements to the tenant to grow alfalfa or other legumes, to carry all the live stock he can and to rotate his crops, both landlord and tenant will prosper and through them, the community and the nation.

That the farmers in the vicinity of Mulvane are in earnest about dairying was recently evidenced by a remarkable sale of two carloads of high-grade Holstein cows brought into that district from northern Illinois. There was no advertising except by telephone after the arrival of the shipment. The cows arrived in the evening and by noon the next day the entire 40 head had been disposed of at prices ranging from \$90 to \$110 per head. There have been several similar shipments of dairy cattle made to Mulvane this fall, and each shipment has been quickly sold. Farmers in this section are eager to improve their dairy herds, realizing that nothing pays better one year with another than dairying.

There never was a better time to get into the live stock business than right now when breeding animals are so nearly on a par with butcher stock. Just a few more dollars than a fat animal will bring at the market will purchase a pure bred, registered breeding animal, and these few dollars will pay them-

**Both of these are called "complete" fertilizers, but they are very different.**

100 pounds of an ordinary Fertilizer (testing 2-8-2)

FILLER 28 LBS.

NITRATE OF SODA 12 LBS.

ACID PHOSPHATE 60 LBS.

Well-balanced Fertilizer (testing 2-8-10)

FILLER 12 LBS.

NITRATE OF SODA 12 LBS.

ACID PHOSPHATE 60 LBS.

MURIATE OF POTASH 30 LBS.

If you prefer ready-mixed fertilizers, insist on having enough Potash in them to raise the crop as well as to raise the price. Crops contain more than three times as much Potash as phosphoric acid.

It was found years ago that the composition of the crop is not a sure guide to the most profitable fertilizer, but it does not take a very smart man to figure out that a well-balanced fertilizer should contain at least as much Potash as Phosphoric Acid. Insist on having it so. If you do not find the brand you want, make one by adding enough Potash to make it right. To increase the Potash 4 1/2 per cent. (for cotton and grain), add one bag Muriate of Potash per ton of fertilizer; to increase it 9 per cent. (truck, potatoes, tobacco, corn, etc.), add two bags Sulphate or Muriate per ton.

Talk to your dealer and ask him to carry Potash in stock or order it for you. It will pay you both, for **Potash Pays**

For particulars and prices write to  
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 Monadnock Block, Chicago, Ill. Bank & Trust Bldg., Savannah, Ga. Whitney Bank Bldg., New Orleans, La.  
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We have \$3,000,000.00 annually to loan on improved farms in any county in the east half of state, in amounts from \$500 to \$100,000, at lowest rates and very best terms.

**LOANS CLOSED PROMPTLY—MONEY ALWAYS ON HAND.**

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**Annual Meeting of the Kansas State Fair**

SEPTEMBER 8, 9, 10, 11, 12, 1913.  
 TOPEKA, KANSAS.

The management send greeting to the stock exhibitors of Kansas and wish for them a prosperous New Year.

**MENTION KANSAS FARMER WHEN YOU WRITE.**

**Gas Engines and Fires.**

Gas, gasoline and oil engines are safer than any other form of engine including steam, as all the fire is inside the gas engine cylinder and there is no bare flame, sparks, danger of boiler explosion, or fire risk of any nature.

Of course the fuel tank should be located under ground and be equipped with suitable pump: but this is only necessary with large engines where a considerable quantity of the gasoline or other fuel is stored at a time.

We have all read of the fool who looked for a leak in the gasoline barrel with a match, and his sad end should be remembered by those who hunt for leaks with a lantern, in the gasoline piping around an engine at night.

On engines having battery ignition there is the possibility that a loose connection outside the engine will produce a spark and ignite any loose gasoline that may be around, but with engines having the more modern slow speed engine timed built-in magneto, even this condition is practically impossible.

With the batteries it is possible by tapping the wire on the engine frame, at any point, to produce a spark, whether the engine is running or not, and this has resulted in fires. With the magneto, the spark can only be produced while the engine is in motion, and only between the igniter points inside the cylinder, as the snapping of the igniter must coincide with the position of the magneto armature. This makes it impossible for any one to take the igniter out and by snapping it in front of the hole in the cylinder, causing explosions. In other words the magneto equipped engine is "fool-proof" so far as the fire risk is concerned.

**The Mutton Supply.**

The sheep husbandry which obtains on 10 per cent of our farms at present considers the production of wool and lambs, the latter to be marketed in normal season. We cannot see anything but encouragement for this plan. We have attained large proportions as consumers of mutton. Study any of our large markets, by ten year periods, and note the phenomenal growth in the receipts of sheep and lambs; in 1870 the Chicago market received 350,000; in 1880, 336,000; in 1890, 2,180,000; in 1900, 3,500,000; in 1910, 5,229,000. We are consuming about 17,000,000 sheep and lambs annually in this country or a total weight of 630,000,000 pounds.

Approximately, 80 per cent. of these animals are lambs, and the bulk of the supply comes from the west at present, but this supply is likely to be reduced because of the restriction of the range. If the supply is kept up to the demand of consumers it will devolve upon us to grow more sheep, and with production reduced in the west we shall be assured of more remunerative prices for a good product.

With increased consumption it is only natural that a part of the demand will be very discriminating in what it buys. We can send better lambs from our farms to the markets than can the ranges of the west, and since we can do it, we are missing our opportunity if we do not do it. We should give our flocks better care and attention for the day is present when inefficient handling of any feature of farm operations will prove unprofitable.

Producers of lambs should never forget that the lamb that is not fat cannot grade as prime. The offering may be correct in form, general quality and weight but if there is not good covering over the spine and ribs it is not in the prime grade; lack of finish is a general criticism leveled at native lambs. In preparing our lambs for market we should keep in mind that in summer the consumer prefers fat lambs weighing between 70 and 80 pounds. In winter the weight may get up to 85 or 90 pounds.

In many cases the attitude toward the small flock is wrong—it is considered merely a consumer of weeds and a consumer of waste. The flock should be considered a feature of the farm worthy of the same kind of care given any other feature, and if we in Illinois will do this, we can "top the market" with prime lambs at remarkable profit.—Illinois Farmers' Institute.

Turkey Red and Kharkof wheats are ideally adapted to Kansas conditions. Invariably they have outyielded all other varieties in the western one-half of the state. Professor Jardine's statement is to the effect that during the past ten years thousands of varieties of wheat brought together from all parts of the world have been tried out in comparison with one another and the results show that the two varieties above named are those which are best adapted to Kansas conditions.



**Making Beef Economically**

The business of the steer-raising farmer is to turn feed into beef at the lowest cost and in the shortest time. But the fattening steer wastes a good portion of his ration, which is the reason why you let your hogs follow the steers to get the whole grain which they pass off as waste.

The cause of this waste is poor digestion—the inability of the animal to extract from its ration, in proportion to the large amount consumed, those nutrients which make for beef, blood and muscle. Tonics are needed to strengthen and invigorate the digestive organs of the steer—to sharpen its appetite and keep the system generally toned up.

**DR. HESS STOCK TONIC**

Prepared by Dr. Hess (M. D., D. V. S.) is a scientific preparation which will produce these results. Its actions are manifold. By acting directly on the digestive organs it helps the steer turn more food into flesh. It helps the animal to vigorous maturity and wards off disease germs. The U. S. Dispensary remarks on the ingredients of Dr. Hess Stock Tonic, printed to the right, speak volumes for this guaranteed flesh and milk producer. Now read

**Our proposition:** Procure of your dealer Dr. Hess Stock Tonic. Use it all winter and spring. 25-lb. pails at \$1.60 or 100-lb. sacks \$5.00. Except in Canada and extreme West and South. If it does not pay you and pay you well, get your money back. Every pound sold on this guarantee. If your dealer can't supply you, we will.

**FREE.** Dr. Hess (M. D., D. V. S.) will at any time prescribe for your ailing animals free of charge if you will send him full details. Mention this paper and send 2c stamp. 96-page Veterinary Book also free.

**DR. HESS & CLARK, Ashland, Ohio.**

Dr. Hess Stock Tonic contains:

- Max Yemica, Digestive and Nerve Tonic.
- Quassa, Digestive Tonic and Worm Expeller.
- Sulphate of Iron, Blood Builder and General Tonic.
- Sulphate of Soda, Laxative and Liver Tonic.
- Common Salt, Appetizer, Cleanser.
- Epsom Salts, Laxative.
- Nitrate of Potash, Stimulates kidneys.
- Charcoal, Prevents Noxious Gases.
- Fenugreek, Tonic and Aromatic.

The above is carefully compounded by Dr. Hess (M. D., D. V. S.), with just enough cereal meal to make a perfect mixture.

**DR. HESS POULTRY PAN-A-CE-A** makes busy hens in January. It tones up the dormant egg organs, brings back the scratch and cackle, takes the hens out of the loafer and puts them into the layer class, and you will plainly see the results of feeding Pan-a-ce-a in the egg basket. The cost is hardly worth considering—a penny's worth feeds thirty fowls. Sold on the same money-back guarantee as Dr. Hess Stock Tonic. 1 1/2 lbs. 25c (mail or express 40c); 5 lbs. 60c; 12 lbs. \$1.25; 25-lb. pail \$2.50 (except in Canada and extreme West). If your dealer cannot supply you, we will. Send 2 cents for Dr. Hess Poultry Book, Free.

**INSTANT LOUSE KILLER KILLS LICE**

**Get My Price—FIRST**

Write for FREE BOOK

On WITTE ENGINES Sold Direct at Low Factory Prices

The Witte—the Engine that's been the standard for other makers for twenty-five years—the engine you've wanted so long—now sold direct at factory prices. You get the factory quotation in place of the dealers who can no longer sell the Witte.

Factory price cut even lower by the great gas well on our property which furnishes free power to run factory, free fuel for testing engines five days each, free fuel for heating, lighting, forge, foundry, etc.



**WITTE works for 1 cent an hour**

Gasoline is going up—you can't afford to buy any engine that wastes gasoline. The Witte works for 1 cent an hour per horse power. It cuts gasoline bills in half. The Witte will pay for itself in what it saves you. FUEL ECONOMY guaranteed. POWER guaranteed. DURABILITY guaranteed. What more can you ask?

All styles and sizes of engines from 1 1/2 to 40 h. p. Every size tested to 10% overload. We also make portable saw rigs on steel trucks. Complete and self-contained.

**Get the Facts** the slashed prices—the 61 points of superiority—the guarantee—the secrets of engine manufacture. Find out what we offer first. Write for Witte catalogue and sensational bulletin. Mail a postal with your name and address right now.

**WITTE IRON WORKS CO.,**  
1604 Oakland Avenue Kansas City, Mo.

**OUR HUGE GAS WELL GIVES BOTTOM PRICES**

**Gasoline Bills Cut In Half**

No Repairs in 7 years  
The Witte engine has been my constant companion for over 9 years. I formerly used another make, but later years has shown that I made a wise choice when I took the Witte. I run a 16-inch ensilage cutter with blower, which cuts a wagon load of green corn 3-4 inch lengths and elevates it into the silo in about 12 minutes, using a 12 H. P. Witte Engine. Have not spent a cent for repairs in 7 years.—Jno. A. Reynolds, Winchester, Kan.

The prompt payment of taxes, and especially the payment of the year's taxes, thereby receiving the benefit of the discount for total payment, is an index to the prosperity of the county and state. The news press is authority for the statement that never before in the history of Kansas have taxes been so promptly paid as this year.

The Illinois Farmers' Institute has published a bulletin of 120 pages having to do with the growing of alfalfa in that state. The secretary of the institute says: "Doubtless God could have made a better forage plant than alfalfa, but in my opinion He never has." The Illinois Farmers' Institute is tremendously active and helpful. Kansas has its prototype in the Extension Division of the Kansas Agricultural College.

An item of considerable expense in connection with railroad operation is that of taxes. We note a statement to the effect that the Santa Fe paid its 1912 tax in Butler County, which tax amounted to \$25,430. This amount appeared to us as a considerable tax item for the miles of Santa Fe road in that county. A glance at the map would lead us to the belief that there is not in excess of 60 miles, and none of this mileage is double track and there are no terminals in the county. This mention is in no wise to be construed as a defense or a plea, even, for the Santa Fe. The sum paid in taxes in this instance indicates to us that 60 miles of railroad must do a considerable amount of business to pay taxes alone and before there is anything left for maintenance, improvement, operation, etc.

**FREE-FARM ACCOUNT BOOK**

**Know How Much You Make This Year**

No one shall pay a cent for Bickmore's Farm Account Book. It will be sent free to any farmer who will be good enough to tell who and where he is. The cost of a crop never demanded closer attention. Business farming puts money in the bank. This book is arranged to keep all accounts in simple form—more simple, and certainly more practical, than trying to remember them; shows what to charge against crop production; has a laborer's time record and section for personal accounts. 64 pages; for ink or pencil. Not a cheap affair. It is meant for business. Its quality is in keeping with



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a remedy that cures, and the horse works all the time. Users keep it in their stables the year round—they believe in it. It is always ready for Harness or Saddle Galls, Chafe, Rope Burns, Cuts, Scratches, Grease Heel, etc. In cows use it for Sore Teats. Don't buy a substitute. For the sake of your horse's health, be sure to ask for Bickmore's Gall Cure at the store. But write now for Bickmore's Farm Account Book—it is ready for you. No cost. No obligation. Send your name and address—that's all.

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Send us your name and we will mail you a free copy of Bickmore's Farm Account Book.

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**\$1500 A YEAR** and upwards can be made by taking our Veterinary course at home during spare time. Taught in simplest English. Diploma granted. Graduates assisted in getting locations or positions. Cost within reach of all. Satisfaction guaranteed.

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**The London Veterinary Correspondence School**  
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Dr. E. H. Baldwin writes: "I took the course for my own benefit on the farm, but the success I had started me in practice and now I am going night and day. Your course has been worth thousands to me, and will be to any man."

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Carriage Manufacturers and Dealers. Automobile Tops, Repairing and Painting. Auto bodies built. Write us for prices. Phone 994. 205-207-209 West Sixth St., TOPEKA, KANSAS.

**For Choice Pure-Bred Seed Corn** and all kinds of farm seeds in bulk, also garden seeds, send to the Lawndale Seed Farm. Catalog free. JOHN D. ZILLER, The Farmer Seedsman, Hiawatha, Kansas.

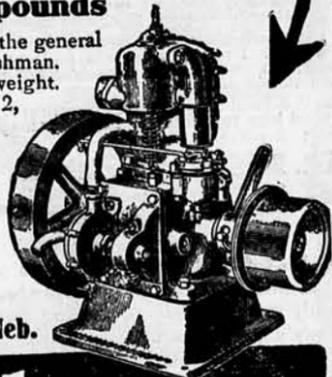
# The Greatest Farm Machine

**The Powerful Little Engine  
That Makes Other Farm Machines Valuable**

Think of the labor it will save you! You have a dozen farm machines to operate—Grindstone, Churn, Separator, Pump, Corn Sheller, Feed Grinder, Wood Saw, Ensilage Cutter, etc. The little Farm Cushman Engine will operate them every one. Almost every day you will have it running one machine or another. You will use it all the more because it is so light and so easy to take wherever you have work to do.

## The 4-H. P. Farm Cushman Weighs less than 200 pounds

Most gasoline engines are much heavier. We embody the general principles of the automobile engine in the little Farm Cushman. Result: highest power and efficiency with least possible weight. Will deliver 5-h. p. Whatever its load, whether 1, 2, 3, 4 or 5-h. p., the gasoline consumed is in proportion to it. Automatic throttle governor measures out just enough fuel—there is no waste. Remember this is not a one-purpose engine, but an *all-purpose* engine. It has become famous for operating binders. *It is the original binder engine.* Investigate it now. You are sure to find it just the power to suit your needs.



We also make 6-8 and 20-h. p. specialty engines for heavier duties. Book and particulars free. Address

CUSHMAN MOTOR WORKS, 2048 N. St., Lincoln, Neb.

# Farm Cushman



**For irrigation or any other of a hundred farm uses—**

the particular farmer wears a pair of good, comfortable, water-tight rubber boots—he believes in safe-guarding his health

and increasing his efficiency as well as making his work more comfortable and enjoyable. Farmers the land over have come to recognize

**WOONSOCKET ELEPHANT HEAD RUBBER BOOTS**

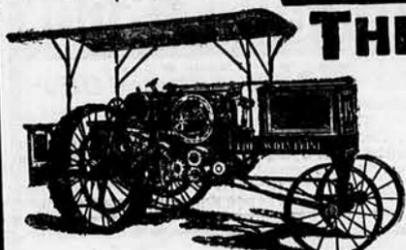
as the perfect protection for the farmer's feet.

Made from the toughest rubber, "Elephant Heads" are wonderfully long-wearing—they're built for hard usage, being triply reinforced at all wearing points. Lined with fine wool net—this means warm, dry feet and freedom from colds and rheumatism. "Elephant Heads" won't tire the feet—because they do fit. North, South, East or West you'll find the

farmer who wants the greatest amount of rubber boot wear, comfort and warmth, swears by "Elephant Heads"—all sizes, shapes and lengths. Your dealer will show you a pair today.

**WOONSOCKET RUBBER CO.**

Woonsocket, R. I.  
Makers of high-grade rubber boots and shoes



## THE WOLVERINE 18 H.P. 25 H.P.

Convenience and ease of handling The Wolverine All-Purpose Gas Tractor recommend it to the farmer. With one hand on the steering wheel, The Wolverine can be handled as easily as a team of horses. It will do all the work on your farm and also work at odd times for the neighbors. Light construction, high, wide wheels enables it to move over soft ground without packing.

The All-Purpose Wolverine is ideal for any kind of field work, the plowing, discing, seeding, husking, shredding, ensilage cutting, separating and baling. It will do the light and heavy hauling, either on the small farm or the biggest ranch. Write for full description and prices to

The ideal size, medium weight, medium priced engine, within the reach of the small farmer.

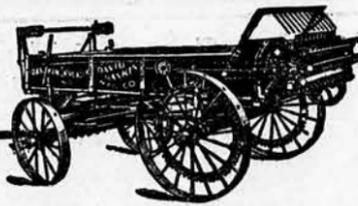
**THE YPSILANTI HAY PRESS CO.,**

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Also Gasoline Engines, Windmills, Corn Elevators, Feed Grinders, Scoop Boards. Special Introductory Prices in Every Locality. Write for Free Catalog. Box No. 51.



**DAVID RANKIN**  
founder of our business who made himself America's foremost farmer. He saved, what to others is waste-time and effort, and the saving made him rich.

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MENTION KANSAS FARMER WHEN YOU WRITE.

# THE FARM



Some sections of Kansas are this fall getting more than the usual amount of wheat pasture without any damage to the growing crop. In other sections there is little pasture, yet stock is running on the wheat. The shortage of the growing crop for pasture is of course due to lack of moisture, to which is also due the loose condition of the ground. We have recently seen some wheat fields which in our judgment will in all probability be seriously damaged by pasturage, and in our judgment the pasture gained will not reimburse for the damage done the crop. In these sections where wheat is being pastured detrimental to the crop, there is plenty of roughage. When the field is in condition and the fall growth of wheat is large, we believe it is advantageous to pasture. Where the opposite conditions exist, we believe pasturing detrimental.

The effect of good seed has not been more forcibly shown than in the case of experiments with wheat at the Lethbridge station. Three plots were sown—one with perfect seed, another with immature seed, another with frosted seed. The yields obtained from the different kinds of seed were: Sound seed, 40 bushels per acre; immature, 36½ bushels; frosted, 23½ bushels. In Canada, where this experiment was conducted, wheat is in danger of frost at harvest time—a condition which does not exist in this country. It is certain, however, that the same relative differences exist in the case of corn, Kafir, and cane. In Kansas these crops are more or less subject to frost, resulting from late planting or slow growing season. The Lethbridge experiment simply reinforces the argument in favor of the necessity for properly ripened and mature seeds for planting.

Fall plowing is beneficial for reasons other than because of the increased ability of the land to take up the winter's precipitation. When plowed in the fall and left through the winter the action of the elements has the effect of breaking up the soil particles and liberating much plant food; also neutralizing many poisonous substances, permits aeration, and encourages early warming of the soil for the germination of seeds in the spring. When fall plowed fields are disked or cultivated in the spring, more warm air is admitted and such fields can be planted oftentimes a week or ten days earlier than fields not fall plowed. There is every argument in favor of fall plowing when it can be done. Plowing should be left as rough as possible during the winter in those localities in which there is a tendency for the soil to blow.

In many sections this year the yield of Kafir is not as good as expected. This for two reasons. First, because of the existence of a large percentage of smutted heads and because of frost catching many of the heads before maturity. Thus the grain crop is cut short, although the forage crop is good. The Kafir seed planted next year should, if possible, be obtained from fields in which neither of these conditions exist. If seed had been selected from the fields before harvesting, no fear would be entertained with reference to next year's seed from either of the sources above named. It is apparent, therefore, that unexpected conditions this year will have their effect on next year's crop unless due precaution is taken. It is a good plan to save the seed just as early as there is ripe seed in the field. Seed saved from smutty fields can be treated for smut before planting next spring.

A Shawnee County corn grower is listing the ground which he will plant to corn next spring. Following in the lister furrow he is subsoiling to the depth of 12 to 15 inches. Experiments on his farm with this method of preparing corn land have been such as have convinced this farmer that the increased yield and increased crop certainty is worth the cost. Next spring the field will be leveled by disk and the ridges split as the corn is planted with lister. Among the best corn growing farmers of the eastern half of Kansas it has for years been considered worth while to break out

in the fall of the year next season's corn field with a lister and split the ridges when planting. This particular farmer has done this for years. For several years on small patches he has been following the fall listing with a subsoiler and says it pays, and this is the experience which leads to the first-mentioned practice for his entire fields for next season.

Recently a statement came to our notice to the effect that through the marketing of wheat at Minneapolis, St. Paul and Duluth, the farmers of the northwest were docked 89,000 tons because of weed seeds and dirt found in the grain. To us this means that farmers selling wheat through those markets are paying unnecessary freight on nearly 3,000 carloads. This waste can be eliminated largely through better cleaning in threshing, but not entirely by this means. To us it would seem that the fact that the thresher cannot remove all the weed seed and pieces of weeds is another evidence of waste due to growing wheat on foul land. There is little question but that through the weeds grown with crops occurs one of the largest leaks in our farming. Weeds not only are responsible for plant diseases, for choking out the growing crop, for robbing the crop of its moisture, but depreciate the price of the grain when marketed.

Silo users in Missouri are enthusiastic regarding the use of Kafir and cane as silage. In an exchange we note the claim made by one beef feeder to the effect that he will grow on Missouri River bottom land next year, Kafir for silage instead of corn. He says that silage is equal in feeding value and that he can obtain a larger tonnage than of corn. Through the press we have recently noted other equally favorable endorsements for both Kafir and cane as silage. This experience, along with that of Kansas and Oklahoma farmers, and the results of the Kansas Experiment Station, would indicate that conditions for the silo in this state are really more favorable than we had thought. However, it has all along been regarded in those sections in which Kafir and cane are a more certain crop than corn, that they should be used as silage. The most enthusiastic advocate of the silo has not entertained the idea that either Kafir or cane were equal to corn as silage.

At nearly every meeting of farmers we have this fall attended, a considerable number have expressed their disappointment in corn yield on account of having the corn too thick on the ground. It is our judgment that this complaint exists to a greater extent this fall than ever before. On account of the condition of the seed corn produced in Kansas last year, KANSAS FARMER urged the testing of seed corn. Many farmers tested their seed and planted seed the germination of which was known. Other farmers took it for granted that only 60 to 70 per cent of the seed they had would grow and planted 20 to 30 per cent more seed than was needed. The extra seed planted in many instances grew, even though it was not of strong germination. The extra amount of seed used resulted in thick stands and the disappointment above recorded. It is certain that too much seed can be used. We are convinced that our low corn yields are due to too thick stands more than to too thin stands. Since Kansas is distinctively a crop growing state, it does seem strange that we should not be as particular as good judgment would dictate in the quality of seed and the amount planted. It is certain that the right kind of seed and the proper planting are the most important features of crop production. This being so, why not give greater heed?

### Buys Cattle to Clean Up Alfalfa.

J. W. Sullivan, of Solomon, Kan., a pioneer of that section, commenting on the feed situation, states that alfalfa is very plentiful, and can be had for \$8 a ton in the stack, which is about half what it brought a year ago. "It is this good feed supply that brought me to Kansas City to buy stock cattle to eat it up this winter," Mr. Sullivan said.

About Field and Garden Seeds

BY O. A. BARTEDES, LAWRENCE, KAN.

THE field and garden seed business is one of the big things commercially of Kansas and the United States. The development of the seed business has in the last 50 years been decidedly marked. The seedsmen of the country are to be credited with having done much toward agricultural development because they more than anyone else have kept an eye open for those varieties of field and garden plants best adapted to the varying conditions and climates of the territory in which they did business. The seedsman is the man who grows on his own farm or has grown for him the new varieties of which he has learned, and if successful and worthy they find a place in his advertising matter and thus hundreds of new and valuable varieties have been introduced.

Farmers very largely depended upon the seedsman for seeds for each year's planting. This confidence can be safely placed in a reliable seedsman. It is his business to know that the seeds are true to name and clean, and that they will germinate. The good seedsman will not violate the confidence of his customer in these respects. The seedsman does not guarantee germination of the seeds he sells, because a dozen different things may happen to the seeds when out of his hands and either of which would be disastrous to germination. The best seed houses have their own machinery for cleaning and now the up-to-date seed house germinates sufficient of every lot of seeds to know that the lot will grow.

The first seed catalog issued in Kansas was published in 1876. The prices at which seeds were first sold were very high. All peas, beans, sweet corn, etc., were first sold at 50 cents per quart. In looking over a catalog issued in 1884 we find the prices to be more reasonable.

The following table shows the average price per pound of some varieties for 1884, and also the average price for 1913:

	1884	1913
Cabbage seed	\$3.50	\$1.75
Carrot	1.25	1.00
Cucumber	1.45	1.10
Celery	3.25	1.95
Endive	2.00	1.25
Lettuce	2.45	.90
Leek	2.00	1.25
Musk melon	1.00	1.00
Water melon	1.25	.70
Radish	1.00	.60

The prices of nearly all garden seeds are from 25 to 100 per cent lower than they were in 1884.

In a catalog of 1888 white bottom onion sets are quoted at \$6 per bushel, whereas they are sold today for just one-third of that. Kafir and milo were comparatively new at that time and the catalog of 1888 lists both these items at \$6 per bushel.

The development of the field seed business has been more rapid than that of the garden seed business. An immense volume of field seed business is made possible by the fact that the conditions in Kansas are ideal for raising such crops as Kafir, milo, millet, cane seed, seed corn, alfalfa seed, timothy, English bluegrass, red clover, sweet clover and many other important crops.

Twenty years ago field seeds were considered first-class when they were reasonably free of dirt, sticks, etc. The question of purity was never raised. Today, however, purity is of greatest importance, and dodder, Russian thistle, trefoil, etc., which 20 years ago were unknown, are avoided wherever possible. It takes a trained eye to detect these vicious seeds.

When the Kansas alfalfa seed crop is large and the crop in Europe is small we export this seed to Europe. When the conditions are reverse we import this seed and get some of it as far inland as Turkestan in Asia Minor. This seed comes thousands of miles and the first stage of the journey is made by camel.

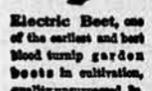
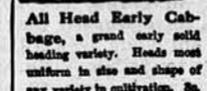
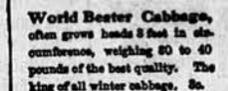
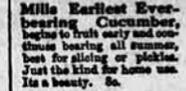
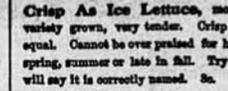
Eastern Kansas is one of the few producing sections of English bluegrass seed. This seed is practically all exported to Europe. The genuine Bermuda onion seed is raised on the Canary Islands near Spain, and each season several thousand dollars' worth of this seed is shipped to this country by express in hermetically sealed tin lined cases.

The development of the seed industry in Kansas has gone hand in hand with the development of the state itself. It had its beginning right with the founding of the state. It is of course very closely associated with the agricultural interests. It has had its ups and downs right along with the farmers. It has been hurt by grasshoppers, drouths, floods, and has also enjoyed the benefits of many good crops.

# MILLS Great 1913 Offer Selected Seeds

We want every reader of this paper who is interested in the best vegetables that grow to test our seeds this year. We offer these 24 selected varieties as the best for all localities and will be sure to produce an abundance of vegetables, wherever planted. To readers of this paper and who mention it, we make a special price of 3c a package for any of the 24 varieties all new crop. Every Package is a regular full sized one. Read what we say about each one and our Free Novelty offer below.



 <b>Electric Beet</b> , one of the earliest and best blood turning garden beets in cultivation, quality unsurpassed. 3c.	 <b>All Head Early Cabbage</b> , a grand early solid heading variety. Heads most uniform in size and shape of any variety in cultivation. 3c.	 <b>World Bester Cabbage</b> , often grows heads 5 feet in circumference, weighing 50 to 60 pounds of the best quality. The king of all winter cabbages. 3c.	 <b>Mills Earliest Ever-bearing Cucumber</b> , begins to fruit early and continues bearing all summer, best for pickling or pickles. Just the kind for home use. Its a beauty. 3c.	 <b>Crisp As Ice Lettuce</b> , most beautiful variety grown, very tender. Crisp and hard to equal. Cannot be over praised for home use in spring, summer or late in fall. Try it and you will say it is correctly named. 3c.	 <b>Mammoth Prize Tomato</b> , largest Tomato ever offered, can be trained 15 feet high, fruit smooth and solid, few seeds, handsome red color and 5 and 8 pound specimens are a common occurrence. It is a Giant and always admired by all who see it. 3c.
 <b>Baby Golden Pop Corn</b> , produces 5 to 10 ears to a stalk, quality the best. 3c.	 <b>Mills Earliest Radish</b> , earliest earliest globe variety in cultivation, very tender and of fine flavor. It is a favorite wherever grown. 3c.	 <b>Golden Beauty Carrot</b> , a grand table sort, rich orange color, free from core, sweet and tender. Yields immense crop. 3c.	 <b>Mills Imp. Ruby King Pepper</b> , best red variety, mild flavor, fruit large, great yields. A beauty wherever grown. 3c.	 <b>Early Wonder Tomato</b> , one of the best Early Tomatoes, very smooth, thick, solid and heavy, free from cracks, fruit produced in great clusters. 3c.	
 <b>Egyptian Wheat Corn</b> , from India, grows 8 to 9 stalks from one grain, great yields. 3c.	 <b>Giant Crimson Rhubarb or Pie Plant</b> , a remarkable variety, fit to use early and continues all summer and fall. Easily grown from seeds. 3c.	 <b>Icicle Radish</b> , snow white, crisp, brittle, mild flavor, very early, best long white Radish in cultivation. 3c.	 <b>Ohio Yellow Globe Onion</b> , bright yellow color, ripens early, and all at once. Firm, solid and a long keeper. Produces 100 to 200 bushels to the acre. Keeps well all through the winter. 3c.	 <b>Large Red Wethersfield Onion</b> , best red onion, yields 600 to 800 bushels per acre, skin deep purple, flesh pure white, fine grain and a long keeper. Our seed is unsurpassed. 3c.	 <b>Mills Earliest Water Melon</b> , a record breaker everywhere, first in market, flesh deep red, brittle, delicious flavor, and will ripen where others will not. Just the melon for the North or short season. 3c.
 <b>True Hubbard Squash</b> , well known reliable variety, flesh rich yellow, very fine grained, solid, sweet and dry. This is the best winter sort and is planted in more gardens than any other. 3c.	 <b>Early Snowball or 6 Weeks Turnip</b> , earliest of all, medium size, smooth, white and of excellent flavor. This turnip should be grown in every garden in the United States. 3c.	 <b>Heavy Cropping Rutabaga</b> , hardest, best shape, most productive and of the best quality. Winter sort. A prize winner everywhere. 3c.	 <b>Long Smooth or Hollow Crown Parsnip</b> , one of the best, excellent flavor, tender, big cropper. 3c.	 <b>Golden Sugar Pumpkin</b> , very early, yields 6 to 12 to a vine, fine grain, sweet excellent quality. Just the one for the garden. 3c.	 <b>100 weight Pumpkin</b> , this is the big one, we have grown them to weigh 200 pounds and specimens weighing over 100 pounds are very common, quality good. A wonder everywhere. 3c.

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To every Reader of this paper (who will mention it), we make a special price of 3 cents for a regular full size package of any of the above 24 varieties, especially to introduce MILLS SEEDS and prove their excellent quality. You can order all the packages you can use at this low price from this offer and with every order for 10 packages you can have a Novelty Free, your choice, offered below.

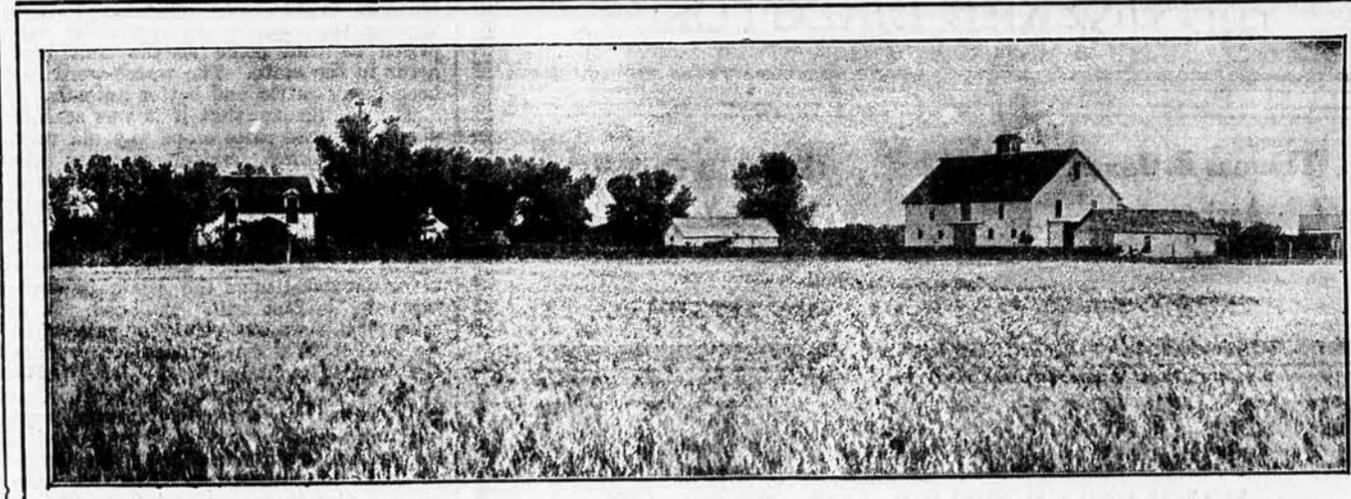
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GOOD SEEDS, PROPER PLANTING AND CULTIVATION, MAKE PROSPERITY AND CONTENTMENT CERTAIN.

# "Baby beef" is bringing Ozark farmers \$50 per head profit in one year



**I**F there is one thing that emphasizes the special advantages in the Ozarks for stock raising, it is the unusual success and big profits which farmers there are making with baby beef. Good stock, after one year's feed, is bringing them \$50 per head profit!

Here is the plan that the Ozark farmer is following to get such profits. He buys up good grade calves at \$15 to \$20 a head (providing he doesn't raise them himself). Then, instead of letting them "mosey along" until the second year with just enough rations to keep them in good trim, he starts feeding them for quick flesh gains *right away*. The calves are put on flesh-producing field grasses until after corn is harvested; then the shocks, with a little extra now and then, keep them going until January. That leaves only three months of winter feeding (for pasture is green again by April 1st).

By that time the beef will weigh around a thousand to twelve hundred pounds easily, and will top the market at \$8 a thousand or more. The feeding, on account of the short winter and other advantages in the Ozarks, doesn't cost more than \$25 per head, all told—that's a clean profit of around \$50 from every baby beef.

It's a mighty profitable business, and Ozark farmers are not slow to take it up.

Baby beef is just *one* way of making money in the Ozarks. It is *just one* example going to show why all kinds of stock raising is so profitable in the

Ozarks. Hogs, for example, bring Ozark farmers around 5 cents a pound profit, because they cost so little to produce per pound—only 2½ cents, or less. Sheep make \$12 per ewe easily, and Ozark dairymen are getting \$8 to \$10 per cow per month, regularly.

The reasons for these profits are easy to understand. The Ozarks have very mild, short winters—good pasture from April 1st to January 1st—only three months of winter feeding. Right there is a mighty big cut in costs.

The soils of the Ozarks will grow practically every variety of grass, and forage crops—alfalfa, peanuts, cowpeas, corn—all the quick-fattening products.

The Ozarks have an unlimited supply of pure water, splendid drainage and a healthful climate that keeps stock sickness down to the minimum.

The Ozarks are *right at the doors* of St. Louis, Kansas City and Memphis—big markets offering the very highest quotations for all kinds of stock and farm products.

But all these advantages mean more when it is realized that good land can be bought now in the Ozarks at \$12 to \$15 per acre. It's a proposition that deserves any man's serious thought and investigation *right now!*

## A free book for you!

It's not the kind you can pick up anywhere. Double sized pages, 75 actual photo pictures of farms—some in full color. Written by a man who knows farming. Takes up the Ozark sections, county by county, and describes the farming conditions there. Also tells actual experiences of Ozark farmers. I haven't many copies of this book on hand; please drop me a postal to-day for your free copy.



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# Western Kansas Farming

By J. C. HOPPER, Ness City, Kansas

**T**HAT Western Kansas lies beautiful to the eye, every body admits. That our climate is good for the yield of the staple crops of the temperate zone, will not be denied. That our soil is rich with plant food, is deep and lasting, testing far above the average of farming soil, is verified by scientific experts. Yet we lack one thing, to make it a general farming country. That one thing, will, no doubt, in time be abundantly supplied. That is water at the right time.

### DIVERSIFIED FARMING.

We who have spent a quarter of a century in tilling the soil of Western Kansas, have learned that the old adage, "never put your eggs all in one basket," is good to follow. He who diversifies his farming is sure to succeed. Grow wheat, corn, Kafir, cane, Milo, Jerusalem corn, alfalfa, and then see to it that you have plenty of stock so as to send it to market on foot. Such farming proves successful. If you sow all wheat, plant all to corn you may lose all you have. We are learning that the better we farm and the better stock we grow, the larger our bank deposits.

### HOGS WITH DAIRYING PROFITABLE.

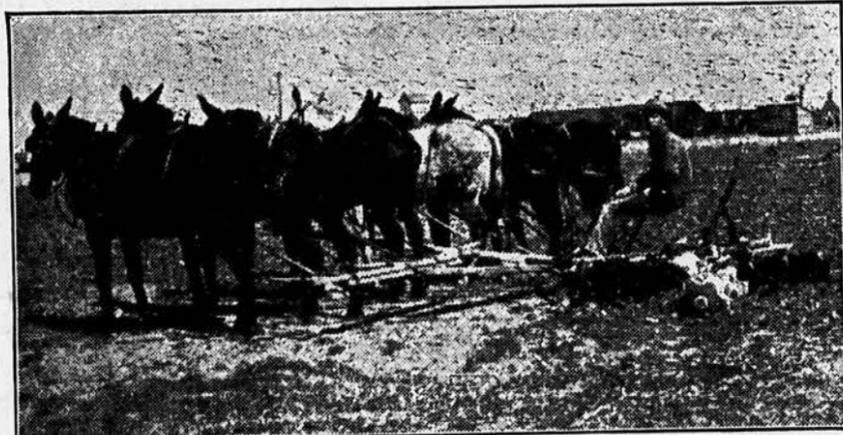
The cheap, nutritious buffalo grass yields no larger profit in any way used, than that of turning it into butter. The present system of family separators makes the business of dairying very profitable. A family of five or six can supply their household with wearing material, dress their children well, besides supplying the table with butter, sugar, coffee and the little manufactured arti-

cles so necessary to a good dinner, from a few good milch cows. They can make a good cow average \$10 to \$15 per month, profit. With the skimmed milk after the calf has had its portion, a few hogs can be very cheaply grown, and after the larder has been supplied, the surplus sold, pays the taxes, buys the Christmas presents and sends the older boy or girl to college.

### IMPOUNDING WATER OR DAMMING THE DRAWS.

The natural condition of this country, its gradual ascent toward the mountains, much of the land though to the eye appears level, is so intersected with draws, ravines and rivulets, and its native buffalo grass is so knit together and forms such an adhesive sod as to form a perfect water shed. Early settlers found this sod a good substitute for shingles, as well as being used as walls for buildings.

So that when rains come, it quickly finds its way to the draws leading into the creeks, and rushes out of the country. Plowed fields of course would retain this water much better but the percent of grass land is so much greater than the cultivated land, that the prairie has a tendency to draw the moisture out of the plowed fields. No matter how much rain we have, entirely too large a part of the benefits are lost.



SUMMER FALLOWING FOR WHEAT IN WESTERN KANSAS.

The impounding water in the draws, by means of dams, along with the plan of cultivating to save the moisture is doing much to insure good crops with us. The farmers find that these ponds can be used to irrigate a small tract of ground near them in which they can raise a garden, and grow a nice grove. So as a great benefit to Western Kansas, ponds are being constructed and the house wife finds that she can enjoy equally with her sister who lives east, vegetable dinners that would make a king smile.

### LIVE STOCK-GROWING.

Stock-growing is a necessary adjunct to the farm, and Western Kansas presents a field to the stock grower second to none in the United States. This business, very successful and complete, as a business alone, can only be made more profitable in connection with good farming. Those who are accustomed to reading about the stock of Western Kansas, and not visiting this country have little conception of her stock interests, or the class quality here.

The tendency to improve the herds on these western prairies has taken new impetus in the past decade. Parties visiting this country are agreeably surprised to find some of the best bred herds in the state. The watch-word has been fewer cattle and better animals.

The old theory, that if it was seasonable you could raise crops any old way, that it did not matter whether the ground was plowed or not, with the weight of argument not to plow only every four or five years, and to sow the whole country in wheat—if part was sowed in the buffalo grass, for everything depended upon the Almighty sending rain, is fast being exploded. It is true that if we get plenty of rain when we need it, Western Kansas can produce the largest yields with the least cultivation of any country in the world. One great cause for these mammoth crops without work, has ceased to longer exist. In earlier years there were no weeds to choke out our crops. Now we have all varieties that usually infest a farming community, and we must conquer the weed the same as older countries. These weeds has been a blessing in

Another blessing, that the farmers enjoy out here, is sociability. This function includes everybody. I very much doubt if there are fifty people receiving alms from the counties in the western third of Kansas. While we have some men who have amassed much wealth, you will have to go to the tax gatherer to find out who it is. You can't tell it, either by their dress or actions. We are all one for the common good. We all know that the farm is the root of all wealth and pleasure, and with but few exceptions we all have faith in our future.

### WHAT WESTERN KANSAS NEEDS.

Western Kansas needs more diversified farming, more and better live stock, more men coming here to make money by producing it, and less people trying to make it by speculating, and an encouraging word from our eastern brothers. We need land owners to either occupy their land and make it productive. If they own land here, to improve it, follow out the proved methods of success. We need a brotherly feeling between the East and the West. There are a number of things we can do for the dual benefit of ourselves.

Western Kansas has a bright future, and he who has an ear to the ground can hear the voice of success, and he who is wise and without a comfortable home, will procure one on our boundless prairie before it is everlastingly too late.

The Future of Orcharding

L. C. STARE, LOUISIANA, MISSOURI.

**W**ESTERN orchardists have been progressives from the very beginning; their methods, judged by old horticultural standards, have been decidedly revolutionary, but these methods have made good and many sections are now following their lead—in fact, all sections have been more or less affected thereby. The western orchardists are to be congratulated on the part they have played in up-building and modernizing horticulture. Not only the orchardists, but also the western nurserymen who have been, to a certain extent, the teachers and advisers of the western orchardists. Many, in fact, all of you, have contributed largely to the great advancement and renewed interest in horticulture which we have witnessed during recent years.

Many leading nurseries have now reached such a point in their internal organization that there is slight room for radical improvement. In planning for the future, we must look beyond the confines of our own business. We must look to the creation of a larger market for our products. This, we believe, is the one great opportunity which the future holds for us. Along these lines, we must work out our salvation for the future success of the nursery business. There is only one way to increase to any marked extent the planting of trees and that is to largely increase the consumption of fruit.

To accomplish our object, to build our future success on a broad and permanent foundation, all fruit interests, scientists, nurserymen, orchardists and fruit merchants, should co-operate in an active campaign to popularize the use of fruit by the general public and place fruit in every household as a staple food.

To do this, it will be necessary to educate the younger generation up to that point where every housewife will consider her larder just as incomplete without fruit as without flour, sugar or coffee. Such a campaign as this, at first thought, seems impracticable—in fact, almost impossible, however, we believe it is not only feasible, but necessary and sure to come.

We have great possibilities on which to base such a movement, for good ripe fruit is not only of great food value, but the medicinal qualities of fruit, particularly apples, are well known. Many little incidents proving this fact have come to our notice from time to time.

Good fruit has been recognized as a natural food by the medical fraternity for centuries. We recall one incident where a mother once asked the great Alcott how best to rear her boys. Alcott replied: "Madam, teach them the Ten Commandments and give them all the good ripe apples they can eat."

Not only will the greater consumption of fruit increase health, but it will go a long way toward reducing the present high cost of living. People of our country can be educated to use more fruit products as staple foods, just as they have been forced to do in Europe and other countries of the old world, where today we find the population eating proportionately as much larger percentage of fruit and vegetable products and much smaller percentage of meat than is consumed here in this country. They are greatly benefited financially and their health is immeasurably better. The consumption of more and better fruit by Americans is bound to increase our physical strength and health.

In the writer's travels in various countries, he has always been struck by the exceedingly small quantity of meat consumed by the healthiest citizens of those countries, namely the so-called "middle-classes." We must overcome the American idea of considering fruit as something of a luxury, and when we make the wife and mother realize that good ripe fruit is an absolute necessity for the proper rearing of her children, then we have largely eliminated doctor's bills, have benefitted the health of the nation, benefitted ourselves and found, at least, one solution of the present high cost of living.

As we now see it, to accomplish this object, we must do three things:

First, we must solve the problem of supplying every family with good ripe fruit at moderate cost.

Second, we must lower the cost of production.

Third, we must improve methods of distribution.

Thus, we see the real problem confronting us is to lessen the final cost to the consumer. This can be done—it will be done, and that too without lessening the final net profit to the orchardist or nurseryman.

Last year this muslin sack of "Bull" Durham was bought by more millions of men than all other high-grade smoking tobaccos combined—more than 352,000,000 sacks sold, nearly a million a day!



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"Bull" Durham comes to you in this plain, muslin sack because the quality is all in the tobacco—where it belongs. There are no "premiums" given with "Bull" Durham—the tobacco is a premium in itself—and more millions of smokers are discovering this every year. The sales for the last year have been greater than during any other year in the fifty-three years "Bull" Durham has been on the market.

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# POULTRY



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give most chicks—also more chicks—and are guaranteed with the strongest guarantee ever put behind any machine on the market. Don't buy an incubator that guarantees less than I do. Send your name now for catalog, low price proposition, guarantee, and Free Lessons in Poultry Raising that insure success.

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Biggest at price—hundreds of dead air cells—cold rolled copper tank, hot water heat, double disc regulated copper tank, high legs, double doors, egg tester, safety lamp. Price \$7.35, with Brooder \$9.85. Freight prepaid east of Rockies. Order from this ad on our guarantee or write for our big free book. Progressive Incubator Co., Box 150 Racine, Wis.

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New Principles in Incubation. Every feature automatically regulated—heat, ventilation and moisture. The Mandy Lee is certain, simple, easy to operate. No chance for mistakes, simply follow plain rules. Chicks large and vigorous, the kind easily raised. Write for free books on incubator and Lee's famous Germoxone, Lice Killer and Egg Maker.

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Pure-Bred Chickens, Ducks, Geese, Turkeys, also incubators, supplies, and Collie Dogs. Send 4c for large Poultry Book, Incubator Catalog and Price List. M. H. HINKER, Box 57 Mankato, Minn.

Ask your dealers for brands of goods advertised in KANSAS FARMER.

Potatoes are comparatively cheap this season. Boil the small ones for the chickens, mixing them with bran or cornmeal. Season with salt. This makes the best kind of warm mash for cold mornings.

For strictly fresh eggs, there is always a good market and a good price. But to get the top-notch prices the eggs must be marketed often, for after an egg is over three days old it is not in the strictly fresh class.

Don't forget to furnish material for a dust bath for the fowl during confinement, for it is as necessary to its healthfulness as a bath of water is to a human being. Provide a hen with dust and she will cleanse her skin and feathers from vermin and impurities and keep herself in good health.

He who puts the finest product on the market reaps the richest harvest. Eggs are refined wheat, corn and grass and they contain much that on the farm would go to waste. In winter, a basket of fifty dozen eggs will bring more money than a load of hay, which took a large patch of land to grow, a team to cut, a horse and man to rake, two men to stack and a team, wagon and man to market. Get just as far as possible from the general lot of eggs dumped on the corner grocery. Seek for regular customers, market the eggs two or three times a week and get top-notch prices.

A correspondent having bought some White Wyandottes which were not pure white in plumage, but had a yellowish cast, questions them being pure-bred fowls and asks for information. They doubtless are thorough bred fowls, for a creamy tinge in the plumage of white fowls is no sign of degeneracy. This creamy tinge occurs when the feathers are immature, both in the young growing chickens, and in the old just after moulting. After the feathers are fully mature they will be perfectly white. This creamy tinge should be distinguished, however, from a brassiness which sometimes comes on the outside feathers. This is undeniable in white fowls and increases rather than diminishes with age. Brilliant yellow legs on white breeds are always desirable and fowls that possess them in a high degree will naturally have a creamy tinge at the roots of the tail and inside wing feathers. This is especially true if the beaks are also the same rich yellow when the plumage is pure white, chalky-white, the legs and beak are more of a pale gray color.

### Save the Feathers.

The feathers of ducks and geese always bring a good price, though not all of them are saved. But now chicken feathers are being made into scarfs and muffs which sell for fancy prices and they will be wanted at good, round prices. There is a firm in Topeka that makes fur sets, and scarfs and all kind of hat trimmings from chicken feathers. These products when exhibited deceive the human eye, except when a close examination is made. The feathers are bleached, dyed, shredded and worked into articles which will make any woman proud to wear them; but the woman does not realize the system of manufacture. These articles, made of fuzzy feathers, are most attractive to the eye. With muff and scarf included, they retail as high as \$50 per set and as low at \$15 per set. Hat trimmings which consist of bands, pompoms, aigrettes, stickups and various other articles for decorating hats, sell from 25 cents to \$2.50.

The company began business about a year ago. Feathers of turkeys are used most extensively, but the feathers of chickens, ducks, geese, guineas and other fowls are used in great numbers. All of the work is done by hand, as they have been unable to find machinery that will answer the purpose. The work will be taken up on a large scale during the coming year, and it promises to be one of the most flourishing industries in the city.

### Recipes.

The doctoring of sick fowls, especially when you do not know what ails them, is generally a hopeless task. It

is far better to keep them well than to try to cure after they are sick. An ounce of prevention is worth a ton of cure. A few simple remedies, generally such as are useful about the house anyway, or generally kept on hand, are all the case requires—spirits of turpentine, kerosene, sulphur, sulphate of zinc, camphor, carbolic acid, sulphuric acid and insect powders are about all that are needed. For gapes, for instance, a few drops of camphor or turpentine, on a bread pill, taken in time, will cure; so what is the use of buying anything else for the purpose? For roup, camphor in drinking water is a good preventive, sulphate of zinc syringing the nostrils and turpentine for swabbing out the throat or windpipe are equal to any known remedies.

For scaly legs, a very common disease, particularly with old fowls, sulphur and lard or kerosene, applied freely to the affected parts, are both "sure cures."

For scabs, very prevalent during the summer months; after picking off the scab, apply an ointment made of soap, one teaspoonful, carbolic acid five drops. It is a dead shot.

For lice and mites, sulphur and lard, or a dusting with the pyrethrum insect powder is all sufficient. A sprinkling with a 1 per cent. solution of sulphuric acid will drive these pests away from the premises.

For cholera, the best known remedy is a sharp hatchet. The great preventive is a thorough sprinkling of yards, houses, nests, etc., with a 1 per cent. solution of sulphuric acid.

Bumble foot requires an operation. Diarrhoea may be controlled by soaking oak bark in the drinking water.

Other diseases are generally obscure and should not be treated with medicines. Confinement and a change of diet is about the best that can be done in such cases.

### Second National Egg Laying Contest.

The Second National Egg Laying Contest began at the State Poultry Experiment Station at Mountain Grove, Mo., November 16th, 1912. Six hundred hens from many states, Canada and England are represented. Also one hundred hens are used in a feeding experiment and the results will be announced each month. The exact formula for each method of feeding will be announced later, one announced each month.

Most of the pens which have not laid this month contain pullets which are not mature. The total egg production for the fifteen days was 739 eggs, and Silver Wyandottes made the splendid record of 60 eggs for fifteen days. The English pen of White Leghorns was second with 41 eggs. This pen of Leghorns was many days on the road and began laying in less than a week after they arrived. They are the busiest lot of chickens we ever saw. They are so active, so busy, and such hustlers that it is really interesting to watch them. The pens are nearly all of much higher quality than last year. As the birds become accustomed to their new quarters, and as they mature, they will begin laying and change the standing of many of the varieties and pens. The birds are all much younger than those of last year.

Since January first, more than 4,000 people have visited the Experiment Station, and inspected the method of conducting these contests, and our other experimental work. These people registered from thirty-six states, Canada, Cuba and Scotland. We hope to make the present contest more interesting, beneficial, and helpful than the first one. A more careful study will be made of the details, the type and measurements of a hen, etc. We have several pullets bred from last year's best layers and we will see what these are able to do compared with their mothers' records.

Ten different methods are used in the experimental pens, viz.: The Canadian method, the Maine method, Norwich Feeder Farmer's method, New York method, Saylor method, Connecticut method, Confined to House, Egg Farm method, Feed of all Kinds Before Hens. It will be interesting to learn these different formulas and to notice their effects on the different pens, which will be furnished from month to month.



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Farmer is a Business Man

BY GEORGE E. DOUGHERTY, TOPEKA, KAN.

THE average value of the farms of the United States is more than five thousand dollars each. If a man had that much money invested in any other kind of business he would keep track of it by keeping books, wouldn't he? If he didn't, how long would it be before he would be shooting down the toboggan slide to bankruptcy? Farming is a business, and the successful farmer of the future will keep books the same as any other business man, and will know whether he is doing business at a profit or a loss.

FARMING IS A BUSINESS.

Prof. J. A. Bexell, of the Oregon Agricultural College, says: "That farming is a science has been emphasized so much that the fact that it is also a business is often lost sight of. It is a real business, and one which pays the United States close to eight billion dollars annually. But the condition for success is that farming must be conducted on business principles."

WHAT ARE YOU WORTH?

A person might work on a farm all his life and never know when or how he made his money or lost it unless he was keeping pretty close tab on his invoice sheet, sales sheet, etc. From such a record which they have kept of their business, many farmers have been surprised to see where their best results were obtained during the year; and through it many have made a success when otherwise it would have been a failure.

If you have kept any kind of accounts with yourself in past years you will turn to them and see how you have stood from year to year and where you have made money. You can also turn to your sales of cows, calves and steers at the end of the year and credit this stock with the amount of sales during the year. This is also true of the other stock, and then you can turn to where you have kept account of the feed utilized in producing the animals and see just what the profit has been on the investment. Some have made light of a farmer for keeping books, but let me say that the farmer who knows what he is doing comes out on top of the heap.

FARM ACCOUNTING.

The set of books used should be equal in grade to those used by the merchant or the banker. But in operation it must be simple and should not on the ordinary farm require more than five or ten minutes a day. Farming is a much more complicated business than most people suppose. The farmer is both a producer and a dealer. He needs financial records as complete as those of the average merchant and cost records as accurate as the manufacturer's. But the records must be adapted to the business in hand. The farmer is usually a busy man. His chief difficulty is neither ignorance nor indolence. He has little time for fancy bookkeeping and still less for "red tape." What he wants is a plain, simple, straightforward history of his business, so arranged and classified as to require the minimum effort to keep it up.

BUSINESS LETTER WRITING FOR THE FARM. A prominent business man said: "While it is true that 'trade follows the flag,' it is also certain that it follows a good letter." Letter writing is playing a more and more important part in business of all kinds. For instance, a farmer is raising fancy poultry or blooded live stock. His best customers are probably in another county, or in other states. Uncle Sam's mail system furnishes about the best means for telling these people about the poultry and horses and hogs and cattle he has to sell.

BUSINESS EDUCATION FOR CULTURE.

The knowledge of business and business methods broadens a young person by developing the practical side of his mind, and giving him the ability to handle successfully the realities that make up everyday life. Every young person should have a business training for the same reason that he should have a common school education—he is sure to need it in the years to come. Even if he never works for a salary at book-keeping or stenography an hour in his life, the knowledge of bookkeeping and shorthand will be of enough value to him to repay him many times for the time and money it costs.

The natural food of the hen is grain, seeds, insects, bugs and green stuffs, constituting what might be called a well balanced ration of grain, animal food and vegetable food. When in confinement, this same kind of food must be supplied, or little success in egg-production will be obtained.

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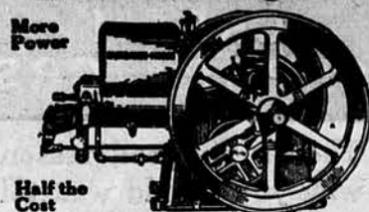
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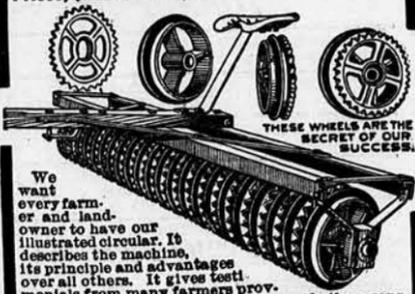
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An average of 20 pounds of milk per day for a ten months milking period is not too much to expect or exact from the dairy cow. This is 2½ gallons. A cow producing this quantity of milk, testing from 3.6 to 4 per cent butter fat, would make such three or four times as profitable as the average cow now being milked.

Within the last 35 years the population of the United States has doubled, likewise the number of dairy cows has doubled. During the same time the consumption of dairy products has more than doubled. It is a matter of interesting conjecture just where the 44 million dairy cows are going to come from in the next 35 years if dairy cows are to increase in the same proportion as our population.

There is little question but that frequent light applications of manure are better than heavier applications applied less often. Eight to ten 2-horse loads of manure are considered the maximum for a single application. Keep in mind that there is quality in manure as in other commodities. Manure from the lot in which steers are fed or from the barn in which dairy cows have been fed, possesses several times the fertilizing value of manure from animals which are roughed through the winter.

There is no phase of the dairy industry that should be given more consideration by those who milk cows than the proper rearing and development of the heifer calves. This is especially important if a pure-bred sire of dairy breeding has been obtained and through his influence and improvement in the dairy herd is expected. In addition to this being a very certain source of profit, it is the certain way of eliminating the hundreds of thousands of unprofitable cows now found upon our farms.

A lifelong dairyman gives it as his belief that a good dairy-bred sire crossed on common cows producing 5,000 pounds of milk per year will produce heifers giving with first calf 1,000 pounds more milk than their mothers gave. We are inclined to the belief that the long time dairyman is correct in his statement, provided, of course, the sire is the kind of animal he should be and provided his heifer calves from calfhood to freshening are given the kind of feed and care necessary for the development of a first-class dairy animal. Assuming that this increase can be had and that the heifer calves will be properly reared, it is easy to figure the value of a good sire and the price that can be paid for such a herd of ten to fifteen cows.

The economical production of dairy products so far back as is recorded by dairy literature has always required a succulent ration. The feeding of beets, turnips, potatoes, and the like was common and regarded as necessary prior to the success of the silo. In fact in many countries and localities in which the silo has not been introduced, these are today fed. The probabilities are that the adaptability of root crops to these countries and sections is responsible for the lack of introduction of the silo. At any rate dairymen everywhere have recognized the necessity of a succulent ration. It is safe to say that you cannot secure satisfactory results in winter without some kind of succulence provided for the dairy herd. The superiority of our June pastures over corn fodder is due to the grass being succulent and the corn fodder not succulent. The farm dairyman who does not provide succulence for the dairy herd is not providing the most economical ration.

The duty of the milker is to milk quickly, easily, quietly, and thoroughly. Milk quickly because a stream of blood is running through the milk cells and milk is being elaborated, and that milk must be obtained as quickly as it comes to the udder. Milk quietly and easily, because it is desirable that the whole physiological process of milk secretion be not interrupted. Milk thoroughly, because thorough milking is a call upon nature for more milk and this call results in the development of the milk-producing machinery.

There is no getting away from the consideration of alfalfa or clover or some other legume in successful farming, whether it be live stock farming or crop farming. These protein feeds are absolutely essential to the production of growth, milk, beef and pork. They are absolutely essential to the maintenance of the fertility of the soil if crops are grown. The maximum profit and productivity very largely depend upon the uses made of the leguminous crops which will thrive on the particular farm.

J. P. Mason is a veteran dairyman of the Elgin country in Illinois who has not for ten years lived on his farm. He has a 120-acre dairy farm supplied with 40 cows, which he leases on halves. The tenant furnishes the labor, horses and machinery. Mr. Mason's farm in 1912 yielded him for his half of the income, \$2,271. It is safe to say that this tenant is making good use of these 120 acres. However, a large part of the tenant's success lies in the fact that his landlord placed with him one of the best developed dairy herds in that section.

There is no question whatsoever but that the fullest profits from dairying cannot be realized until the farm dairy herd is graded up with dairy blood. It has been demonstrated in instances without number that the cheapest investment the dairy farmer can make is in the purchase of a good dairy-bred sire. It is not at all essential to purchase high priced females as a basis for the farm herd, nor is such purchase economical. The most certain and economical results can be had by the purchase and use of the right kind of a sire, and we see no means by which the farm dairyman will be able to escape the purchase of such sire if he continues in the dairy business.

In Germany soy beans and cow peas are grown in large quantities. Their first mission is to enrich the soil, and the second to realize profitable prices through the sale of the beans and peas. These are ground and made into a cake and sold to the dairymen of Denmark. The conversion into cake is for no purpose other than to compress the crop and reduce the bulk to a minimum for transportation. Denmark uses the cake in the production of milk, the dairymen there buying large quantities of protein feeds. Thus the use of these legumes is forcibly demonstrated, one country using them to build up and maintain the fertility of its soils, and another—the greatest dairy country in the world—using them for compounding a balanced ration for the dairy cow.

Thousands of dairymen who are supplying milk for domestic consumption in the cities are buying practically all of their feed. Such feeds are for the most part alfalfa, corn, cottonseed and linseed meal. When dairymen are compelled to buy these feeds they must have long prices for the milk, and it is dairying under these conditions which to a great extent has resulted in whole milk prices going almost to the point of prohibition to the consumer. Such dairymen are not, we think, making anywhere near as much money from their dairy operations as does the farmer who can grow his own alfalfa hay and his own corn or Kafir for feeding, and selling the product from such feeds at the prices paid for butter fat by the butter making creameries. It is not the high price for a commodity that indicates the profit. It is the difference between the price at which the product sells and what it costs to produce that product that makes the profit.

Only 10¢

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Advertising "bargain counter." Thousands of people have surplus items or 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 300,000 readers for 4 cents a word for one week; 8 cents a word for two weeks; 12 cents a word for three weeks; 14 cents a word for four weeks. Additional weeks after four weeks, the rate is 3 1/2 cents a word per week. No "ad" taken for less than 50 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.

## HELP WANTED.

**WANTED—MEN IN EVERY TOWN IN Mo., Kan., Ill., Neb., Okla., Ark.,** to take orders for nursery stock. Outfit free. Cash weekly. National Nurseries, Lawrence, Kan.

**SALESMAN TO SELL FRUIT TREES.** Salary or commission. Western Nursery Co., 1754 Mass. St., Lawrence, Kan.

**WANTED—RAILWAY MAIL CLERKS.** Many needed for parcels post. Entrance salary now \$75, rapid promotions. Write O-ment, 44 R., St. Louis.

**FREE ILLUSTRATED BOOK TELLS** about over 360,000 protected positions in U. S. service. More than 40,000 vacancies every year. There is a big chance here for you, sure and generous pay, lifetime employment. Easy to get. Just ask for booklet A-809. No obligation. Earl Hopkins, Washington, D. C.

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**YOUNG MAN, WOULD YOU ACCEPT** and wear a fine tailor made suit just for showing it to your friends? Or a Slip-on Raincoat free? Could you use \$5 a day for a little spare time? Perhaps we can offer you a steady job. Write at once and get beautiful samples, styles and this wonderful offer. Banner Tailoring Co., Dept. 88, Chicago.

**SALESMEN—TO SELL HIGH GRADE** guaranteed groceries at wholesale direct to farmers, ranchmen and all consumers. Earn \$4 to \$10 and up per day. A big chance to get into business for yourself. Save the buyers the retailer's profit. Every customer is a permanent one. Demand constantly increasing. Latest plan. K. F. Hitchcock Hill Co., Chicago.

**TENANT WANTED—FOR 160-ACRE** Linn County, Kan., farm; 90 acres plow land, balance meadow and pasture; all fenced; living water; good 9-room house; family orchard; garden, corrals; 10-horse barn; three sheds. Near Grange store, school and church. Rural delivery. Tenant must have four good work horses and grown son, also cows and hogs. Want Christian family. Write, giving references, and information about family and equipment. Address 1230, care Kansas Farmer, Topeka.

## CATTLE.

**FOR SALE—12 REGISTERED HOL-** stein-Friesian bull calves from 8 months to 1 month. Fred Trumpy, Clarno, Wis.

**FOR SALE—PURE-BRED JERSEY BULL** calves at farmers' prices. M. M. Sweetman, Room 316 American Bank Bldg., Kansas City, Mo.

**RED POLLED BULLS FOR SALE—A** few at quick prices, 6 to 18 months. E. L. Pellet, Eudora, Kan.

**FOR SALE—EIGHT JERSEY BULL** calves, some from high-producing dams, ready to use. Chester Thomas, Waterville, Kan.

**FOR SALE—GOOD REGISTERED HER-** ford bull, 3 years old. Price, \$75. C. M. Stebbins, Devon, Kan.

**FOR SALE—REGISTERED GUERNSEY** bull, three years old. Well bred. Nicely marked. Price, \$100. E. A. Drum, Cedar Vale, Kan.

**FOR SALE—ONE FINE 3-YEAR-OLD** and one yearling Shorthorn bull, both nicely bred. Moderate prices. J. M. Rhodes, Route 1, Topeka, Kan.

**FOR SALE—30 HEAD OF REGISTERED** Guernsey females and 8 May Rose bulls, of them ready for service. Wilcox & Stubbs Co., Des Moines, Iowa.

**FOR SALE—REGISTERED JERSEY** cattle, Berkshire hogs, Bourbon Red turkeys and Buff Red chickens. C. S. Hart & Sons, Milan, Mo.

**HOLSTEIN CALVES—SIX CHOICE HOL-** stein heifers and one bull, fifteen-sixteenths pure, three to four weeks old. \$20 each, shipped for shipment anywhere. All nicely marked and from heavy milkers. Edgewood Farm, Whitewater, Kan.

**FOR SALE—TWENTY-FIVE No. 1 DAIRY** cows, Jerseys, Holsteins and Guernseys; 3 1/2 to 6-gallon cows, 3 to 7 years old. Price, \$50 to \$80, or a special price for the herd. D. N. Himelburger, 405 Filmore St., Topeka, Kan.

**FOR SALE—AN ENTIRE DAIRY HERD** of 40 cows, Jerseys, Guernseys and Holsteins; all young, with milk records. Will sell reasonable. Satisfaction guaranteed. Jack Hammel, 216 Adams St., Topeka, Kan.

**GUERNSEYS—ENTIRE HERD OF HIGH-** class grade Guernsey females, granddaughters of Masher's Sequel, Jethro Bass and Silver Chief, for sale. Sixteen head from 8 months to 4 years. Ten in milk and all red. Seven spring and fall heifer calves result of years of careful selection and breeding. Am replacing with registered stock. Also registered bull calves for sale. C. C. Krueger, Burlington, Kan.

## HONEY.

**CALIFORNIA HONEY—SAMPLE, 10c.** Leaflet free quoting prices, freight prepaid. Agents wanted. Spencer Apiaries Co., Box 59, Nordhoff, Cal.

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**SHETLAND PONIES—WRITE FOR** prices. Charles Clemmons, Coffeyville, Kan.

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**FOR SALE—SHETLAND PONIES,** Scotch Collie dogs, White Chinese geese and White Orpington cockerels. H. W. Littleton, Route 2, Harlan, Iowa.

**WANTED—PERCHERON FILLIES FOR** 220 acres of famous Portales Valley irrigable improved land. Price, \$8,000. Might consider other land or rental property. S. A. Crabb, Portales, New Mexico.

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**TWENTY DAYS SPECIAL PRICES ON** Duroc Jerseys. Bred sows, gilts, open gilts and boars. R. E. Watson, Altoona, Kan.

**CHOLERA-PROOF SPRING GILTS, PURE** Durocs. Had cholera. Stewart Campbell, Wellington, Kan.

**MULE FOOT HOGS—MORE PREMIUMS** won in 1911 than any breeder in United States. Pigs in pairs. Bred sows for sale. Zene G. Hadley, Wilmington, Ohio.

**SIX PURE-BRED POLAND CHINA** male pigs, weaned about 30 days; \$15 each. First remittance will receive the animals. Address Lake View Farm, Greenwood, Mo.

**MULE FOOT HOGS AT PUBLIC SALE** from the Indian Herd. The popular prize winning kind. January 14, 1913. Send for catalogue, it tells all. C. L. Tevis, R. R. No. 16, Milroy, Indiana.

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**SELL YOUR PROPERTY QUICKLY FOR** cash, no matter where located. Particulars free. Real Estate Salesman Co., Dept. 77, Lincoln, Neb.

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**FOR SALE OR TRADE—160 ACRES IN** Southwest Missouri, nearly level, 4 1/2 miles from railroad. Price, \$25 per acre. H. C. Kithcart, Follansbee, W. Va.

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**I AM ALWAYS IN THE MARKET TO** buy high grade field seeds. D. O. Coe, Topeka.

**SEND FOR FREE BOOKLET, ALL** about patents and their cost. Shepherd & Campbell, Patent Attorneys, 500-R Victor Bldg., Washington, D. C.

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**FOR SALE—GENERAL MERCHANDISE** stock and buildings, or will rent. Invoice about \$2,000. Pippert Bros., Route 1, Baldwin; Home Phone 8, Worden, Kansas.

**WANTED—TO BUY PURE-BRED SHET-** land pony. Must be safe for children and not over six or under two years old. Address with full description and photograph if possible, Box 368, Topeka, Kan.

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**BARGAIN—WILL SELL MOVING PIC-** ture theater at Horton, Kan., cheap. Fine business and excellent future. Am leaving this part of the country. Address C. Clarke, 334 Kansas Ave., Topeka, Kan. Cash proposition.

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## PATENTS

**PATENT YOUR IDEAS; THEY MAY** bring you wealth; 64-page Patent Book free. Fitzgerald & Co., 841 F. St., Washington, D. C. Established 1880.

**SEND FOR FREE BOOKLET, ALL** About Patents and Their Cost. Shepherd & Campbell, Patent Attorneys, 500-R Victor Bldg., Washington, D. C.

## Kansas Fruit Growers Meet

**T**HERE was a note of jubilation among the fruit growers of Kansas who met in the Kansas State Horticultural Society during their forty-sixth annual session last week in Topeka. The old-time warhorses who have fought so long and so hard in the interests of fruit and flower and vine; who have spent their lives in bringing beauty as well as food and wealth to the state, were still on deck and working with the same zeal and intelligence of former years. The younger element was equally in earnest and gathered to learn from the vast experience of their elders as well as from an exchange of ideas among themselves.

According to custom the meeting opened with reports of the trustees for the several congressional districts of the state in which horticultural conditions and progress were related for the information of all. Each of the eight trustees had something good to report from his district, and these reports together made up a most interesting and valuable session of the annual meetings of this society.

The program was characterized by quality, and, in addition to the many excellent papers prepared by Kansas men, others of distinction from other states were present and participated. One of the first and most valuable papers presented was that on "Hardy Shrubs," given by E. F. A. Reinisch, superintendent of city parks in Topeka and supervisor of parks for the Santa Fe Railroad. Most people, in ornamenting their grounds, appreciate the value of shrubs of various kinds for such a purpose, but many failures are caused by a lack of knowledge as to what are hardy and what not hardy under Kansas conditions. Many shrubs may be hardy and still be wholly unsuited for use in certain places. On the other hand there are very many shrubs that have no winter beauty which could be replaced by those having highly-colored stems or ornamental berries which remain on during the winter months. A study of the shrubs suitable to Kansas for both summer and winter ornamentation is well worth while.

Charles A. Scott, state forester of Kansas, presented a paper on "Trees for Street and Yard Planting and Their Care." While this was intended primarily for the information of the dwellers of cities and towns, it has an almost equal value to the farmer. Of course the trees best suited for city growth have some things to contend with in a smoky atmosphere, the reflection of heat from buildings and pavements, and the lack of cultivation, which do not belong in the country, but the hardy qualities of these trees which will satisfy in the city are equally valuable in the country.

The value and importance of spraying was brought out most forcibly in an address delivered by Prof. J. H. Merrill, assistant entomologist of the Agricultural College. Both in the control of the San Jose scale by winter spraying and in the production of a higher class of apples by spring and summer spraying, Professor Miller was able to report some results that were most startling. One case stands out with especial prominence. Two orchards of approximately the same size and that were planted in the same year, but which were owned by different men and located on different sides of the road, were observed and reported upon. In one of these orchards no spraying was done. In the other one proper care in the way of pruning, cultivation and spraying was given to the trees. The final results are best summed up in the statement that in this year of plentiful yield of apples the orchard which was not cared for brought its owner about \$800, while the other orchard, just across the road, which had been cared for properly, brought its owner approximately \$4,000. The cost of the spraying in the orchard with the large yield was given and no more striking results could be shown than were those between the cost and profit of this orchard.

The officers elected for the ensuing year are as follows: President, J. S. Tredway, LaHarpe; vice-president, B. F. Smith, Lawrence; secretary, Walter Wellhouse, Topeka; treasurer, Edwin Snyder, Oskaloosa. All of these officers are new to their positions except the secretary, who was re-elected.

Not infrequently the hardness of farm life may be traced to the lack of care about warm clothing, wholesome food and plenty of air and sunshine in the house.

Ed Howe says: "Many a man who is disposed to be fair and sensible in his private relations will lose his sense as soon as he attempts to exercise his public duties."

# Bigger money for you



"If a man offered me \$10,000 to give up this valley, I'd laugh at him—it can't be beat" says J. L. Houglund, from Nebraska. That's just what you, too, would say about

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Here's a proposition that's way above the ordinary "irrigation project." The soil is rich, easily worked (silt and no stones) and level. Water supply is absolutely pure, and inexhaustible.

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In these three years thousands of acres have been farmed and irrigation plants are being installed at the rate of 25 per month. No man can take time about grasping this opportunity.

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is the metropolis of this rich valley; a splendid city of 3,000, with fine buildings, grammar and high schools, electric light, water and sewer system, paved streets, etc.—as fine a town as you'd want to see; and a good local market. The nearby mining to towns offer high prices for farm products.

The health-bringing climate alone has attracted thousands to this section. Being so high (4,500 feet), the summer days are pleasant and the nights very cool; and being so far South, the winters are very short and mild.

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—telling you in plain farm talk all about the Mimbres Valley; why folks are gaining wealth and health there; with scores of actual photo farm scenes, some in full color; and actual statements from men who have lived in all parts of America but say that "this valley can't be beat." Sec'y, 103 Chamber of Commerce, Deming, N. M.

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## DOGS.

**SCOTCH COLLIES, AIREDALE TER-** riers, puppies, broke male dogs, brood bitches broke and bred. Female puppies to let on shares. W. R. Watson, Box 128, Oakland, Iowa.

**HOUNDS WILL TRAIL AND RUN UN-** til holed or killed. Fox, Wolf, Coon, etc., pedigreed. Sent on 10 days' trial. R. F. Johnson, Assumption, Ill.

**FOR SALE—HIGH-CLASS HUNTING** sporting, watch and pet dogs. Puppies of all varieties a specialty. On receipt of 10 cents we will mail highly descriptive illustrated catalog, which gives full information of 49 breeds of dogs, several breeds of cattle, sheep, swine, rabbits, ferrets. Price list of poultry and pigeons. C. Landis, Dept. 143, Reading, Pa.

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Here are a few of the many bargains. Apples 80 each; Cherry 140 each;  
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be pka. Mixed Fanal; 100 pkt. Giant  
Single Pink; 50 pkt. Finest Mixed  
Popples. 800 worth for 100, postpaid.

Remember 100 seeds are all Nebraska Standard. 1 per freight  
\$10.00 tree orders. Send for catalog, see my prices. A postal receipt.  
German Nurseries & Seed House, Box 147 Beatrice, Neb.

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tion KANSAS FARMER.

# The GRANGE

## DIRECTORY OF THE KANSAS STATE GRANGE OFFICERS.

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Overseer.....L. Heberling, Wakarusa  
Lecturer.....L. S. Fry, Manhattan  
Secretary.....A. E. Wedd, Lenexa  
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.....E. B. Cowgill, Lawrence  
Chairman of Insurance Committee.....  
.....I. D. Hibner, Olathe  
Chairman of Women's Work Commit-  
tee.....L. Mabel Waters, Berryton

### Coffee County Pomona Grange.

After the opening exercises the fol-  
lowing resolutions were adopted:  
That Congress be asked to abolish the  
Electoral College, and let the people  
choose president and vice president by  
direct vote.

To ask the legislature to abolish the  
office of county assessor.

A summary of measures introduced in  
the National Grange, with list of those  
adopted:

Reports from delegates to State  
Grange. Three reported. For lack of  
time, the hearing of the others were  
postponed. Those presented were ex-  
cellent.

Measures for action of the legislature  
were then taken up and adopted.

To raise the exemption in the inher-  
itance tax law to not less than \$20,000.

For the state to make its own internal  
improvements. To send a legislative  
committee to Topeka to look after farm-  
ers' interests in the measures before the  
legislature.

Selected a committee to raise funds  
to pay the transportation and board  
expenses of this committee.

The resolution asking for as stringent  
laws against counterfeit food and dairy  
products, and drugs, as we have against  
making and selling of counterfeit money,  
was changed to one in favor of main-  
taining and strengthening our present  
oleo law.

Without formally presenting and  
adopting resolutions, the informal talks  
of several members indicated that they  
favored the Bank Guaranty law, better-  
ing the road law, using the helps sent out  
by the Agricultural College.

Several resolutions were acted upon,  
and one was tabled. Good progress was  
reported on raising funds for a bank.

Mrs. C. M. Cellar gave a beautiful read-  
ing of Riley's poem, "Let's go back to  
Grigsby's Station," Mrs. W. B. Cellar  
playing "Home, Sweet Home" during the  
reading—Reporter.

### Grange Demands.

Pomona Grange No. 68 of Tuscarawas  
County, Ohio, recently petitioned the  
Master of the National Grange to sub-  
mit the following manifesto to the mem-  
bers of all State Granges with the re-  
quest that it be submitted to all subor-  
dinate Granges for action:

1. That we know no political party,  
but hold alike those heretofore vested  
with political power responsible for the  
corruptness of the existing conditions;  
and we will hold those now vested with  
political power responsible if these con-  
ditions are permitted to remain.

2. We demand a reconstruction of our  
governmental system and laws in such  
a manner as will secure for us a reason-  
able and just application of the natural  
laws of trade and commerce on a basis  
of true valuation.

3. We do further resolve that we  
have not delegated the supreme power to  
our public servants, and we ask and  
require the initiative and referendum  
applied to all public questions, and the  
right of recall of both men and mea-  
sures, and applied to all public servants,  
both elective and appointive.

4. We are unalterably and irrev-  
ocably opposed to the 'Aldrich currency  
plan,' or any other plan that will give  
our banking system more power than  
it now has. But we recommend the  
establishing by the government, of a  
'National reserve association,' owned  
and operated by the government.

5. We demand that our postal banks  
be made government banks, vested with  
power to loan money direct to the  
people.

6. We are diametrically opposed to  
the issuing of interest-bearing govern-  
ment bonds, but recommend the issuing  
of government legal tender, payable for  
all debts, both public and private.

7. We recommend government owner-  
ship and operation of our express com-  
panies and other like public utilities,  
such as will benefit the common people,  
instead of Sec. Hitchcock's proposal to  
buy a pile of junk of old rusty wire of a  
telegraph system that is about to be-

come obsolete, as it is now being dis-  
placed by wireless telegraphy.

8. We recommend government owner-  
ship of the natural sources of our fer-  
tilizer supply.

9. We recommend a graduated in-  
come tax.

10. We recommend conservation of  
our forests and the retimbering of lands  
not practical for other purposes.

11. We demand the conservation of  
our water privileges and developing of  
same by the government as the needs  
of the people require.

Other Granges are hereby solicited to  
support above manifests and resolutions  
and to send a record of their action to  
the Master of the National Grange.

### At the Kansas State Grange.

Most frequently the work of any large  
organization is summarized in the reso-  
lutions adopted. The Kansas State  
Grange passed a number of resolutions  
which were of interest to the members  
only, but some which were of public in-  
terest. Included in these latter reso-  
lutions is one in favor of the publication  
of text books by the state, the supplying  
of these books to the patrons at actual  
cost and without having any set time  
for changing the text books. In favor of  
the appointment of women on our boards  
of charities. An amendment to the In-  
heritance Tax Law to exempt at least  
\$25,000 while children or parents should  
be exempt \$15,000, and the adoption of  
a graduated scale to increase in propor-  
tion to the amount of inheritance with  
a collection of tax from all collateral  
heirs who are beneficiaries.

Resolved that our county poor farms  
should be used as experiment stations  
and while caring for the inmates and  
using their services as far as consistent  
with their well being, should be made  
self sustaining as far as possible by the  
sale and service of improved live stock,  
the sale of improved grain and surplus  
products of the farms, orchards, live  
stock, poultry and wood-lots.

In a very strong resolution which  
showed that the fire losses in Kansas  
and the United States is greater than  
that of any other civilized country; that  
the fire loss has increased 100 per cent  
in the last 15 years, while the popula-  
tion has increased only 40 per cent and  
that the financial drain upon the United  
States from loss by fire amounts to \$30-  
000 a day, or \$500.00 a minute, and  
that each year a toll of 1,500 lives and  
5,000 cripples is taken by the fire fiend,  
the appointment of a fire marshal for  
the state of Kansas was urged.

Other resolutions were presented as  
follows: Opposition to the County Farm  
Advisor, except where 20 per cent of the  
farmers of the county shall petition the  
county board who must then submit the  
question to the voters. If the proposition  
carries, then the commissioners shall  
have power to create the office and levy  
a tax for its maintenance. A resolu-  
tion requiring that any commodity sold  
by any one person or firm in the state  
shall be sold at the same price in all dif-  
ferent localities in the state, with only  
the difference in freight added. Demand  
of the legislature to ratify the constitu-  
tional amendment for the election of  
United States senators by direct vote of  
the people. A re-enactment of the  
Washington law under which special tax  
shall be paid by corporations and firms  
engaged in hazardous work that a fund  
may be created for the payment of  
death and accident claims of employes.  
The passage of a stringent law with a  
heavy penalty for all who withhold  
property from taxation thus doing away  
with county assessors and tax ferrets.

The Kansas State Grange is strongly  
in favor of co-operation and a resolu-  
tion was passed looking to the state  
wide operation of the grange co-oper-  
ative movement which shall be made of  
benefit to all its members; also the  
looking toward the creation of some sys-  
tem of public credit similar to those now  
successfully in force in European coun-  
tries.

### Some Ancient Grange History.

My earliest recollection of the Grange  
is of reading of its rapid growth in the  
Topeka Commonwealth. As a news item  
it attracted general attention, and one  
of the news items looked for was the  
progress of the Grange. It was particu-  
larly strong in Iowa. Dudley W. Ad-  
ams of Iowa was Master of the National  
Grange. He was a member of the great  
Adams family, and he did not disgrace  
the family name by any lack of brains  
or leadership. He was not carried away  
by the rapid growth, but his instruc-

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tions and speeches had a tone of moderation, as I remember them.

In due time the growth struck Kansas. Granges sprung up everywhere. Grange interest was as intense among farmers as baseball is to the fans or elections to politicians. In the winter of '73-4 there were 22 Granges in Shawnee County. I was sure Shawnee held the record for the greatest number, but W. P. Popenoe, in the Grange column of KANSAS FARMER which he conducted, in answer to a question, stated that we had only 22 Granges in this county, that the people here preferred a small number of strong Granges to a large number of weak ones. I cannot recall how many there were in various counties, but Montgomery County had 40 or more.

The Grange of the old order reached the zenith of its strength in the three years from 1873 to 1876. It attracted more attention in the newspapers than it does now, but its influence in national affairs then is not to be compared to what it is now. It was then influential in the west only. A newspaper at the time stated that the Grange would never have any strength in the eastern states. That was the general opinion at the time, though present facts show the writer to be no better than the prophets of Baal.

It is not strange that the Grange should enter into politics, as its membership was so general among farmers. In the state elections in '74 the farmers held the balance of power in the legislature. This legislature was required to fill an unexpired term in the United States Senate. The Republicans could do nothing without the farmer or Granger members. The Grangers wanted M. E. Hudson, then Master of the State Grange, but the Republicans would not heed to it. Neither would the farmers, or Grangers, hear to the choice of the Republicans. Governor Harvey was acceptable as a compromise. The Republicanism of Governor Harvey was never questioned, and as he was a member of the Grange it seemed very satisfactory to both. Governor Harvey in the Senate was a standpatter—if there were any then. He aligned himself with Senator Morton, equal to a present-day alignment with the regulars. This did not hurt him with the farmers, for at the end of his term they were for his reelection, but the Grange had passed the height of its power and Senator Plumb took his place. While the Grange broke away from the parties, they were not so extreme as the Alliance was later. It was not so very far removed from the days of the Civil War—in fact it was in the days, according to the elegant political vernacular of the time, of the "bloody shirt"—and Republicans could not break away so completely as later on. As an onlooker at a county convention I saw a complete county ticket nominated in opposition to the Republican ticket, except a candidate for the state senate, which they left blank in deference to Major Sims, the Republican nominee. J. G. Otis presided at this convention. H. H. Wilcox was nominated for county clerk and W. P. Popenoe for treasurer. They were both members of Capital Grange, Topeka.

The State Grange, in the olden times, had an agent who sold farm machinery to farmers at greatly reduced rates. He contracted with manufacturers, who shipped direct to the purchaser. Contracts were made with different stores in Topeka and the Granger, on presenting a card and the spot cash, would get a discount.

There was a great deal of jesting and fun put to the Granger that is absent now. Then to be a Granger seemed to be the mark of the most verdant Rube. The Grange really disliked it, and I remember of hearing David Bartram, Master of Half Day Grange, give the instruction that if anyone asked the question, "Are you a Granger?" you could truthfully answer "No." But "patron" would not stick. "Granger" had the adhesive stuff, and we are Grangers.

There was more visiting among neighboring Granges in the olden times than now. Capital Grange in Topeka had many visitors. We used to go there to get pointers. We regarded it as a model of Grange dignity. Many men of statewide fame would take in a meeting of Capital Grange when in the city. You may form some idea of its membership by the names of some of those I remember seeing there. Prominent in those days were J. K. Hudson, W. P. Popenoe, William Sims, Avery Washburn, F. G. Adams, W. H. Fitzpatrick, J. B. Billard, S. H. Downs, Harrison Freeman, Freeman R. Foster, J. G. Otis, H. H. Wilcox, and others that I do not recall. Our old Grange was praised for its efficiency in its ritual work. Its officers were helped by their visits to Capital Grange.

—ALBERT TOMSON, Indian Creek Grange No. 1431.



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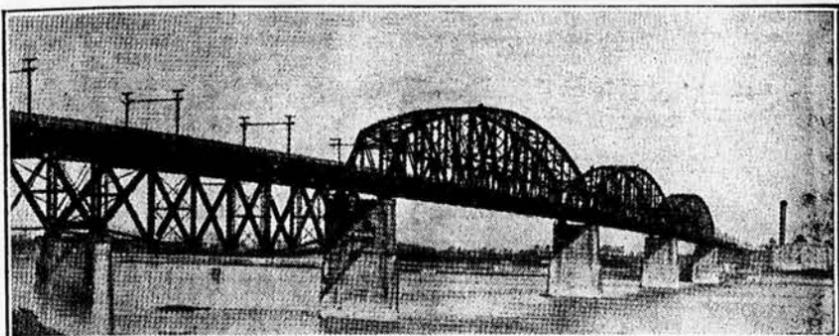
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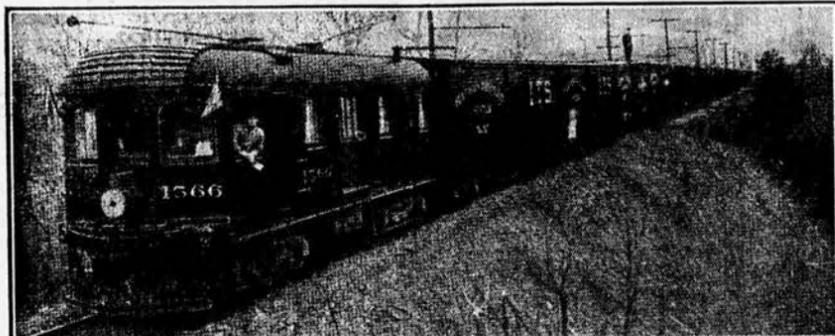
The Illinois Traction is essentially an electrically operated railroad doing all classes of freight and passenger business and is not an interurban. It built and operates at St. Louis across the Mis-

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and for the rapid and frequent transportation given them by Mr. McKinley and his associates, they are extremely grateful.

H. E. Chubbuck, Vice President Executive, with headquarters at Peoria, Ill., is general manager of all the McKinley interests. Mr. Chubbuck has spent a

Mississippi the greatest bridge ever built by an electric railroad and the heaviest in carrying capacity of any that crosses the river. It is the only electric road in the world to run sleepers and these are said to be the most comfortable of any in use. It has built belt lines for

track interurban road, and with the completion of this installation its trains will be more thoroughly protected than those of a great majority of the steam roads and practically all of the other electric roads.

The Western Railways & Light Com-



HON. WM. B. MCKINLEY, PRESIDENT.



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Hon. Wm. B. McKinley, of Champaign, Ill., founder, builder and president of the Illinois Traction System and its associate company, the Western Railways and Light Company, is directly responsible for the interurban development in Illinois.

lifetime in the electrical industry, and for the past twelve years has been with Mr. McKinley. He is regarded as one of the foremost operating and electrical men in the country and is responsible for

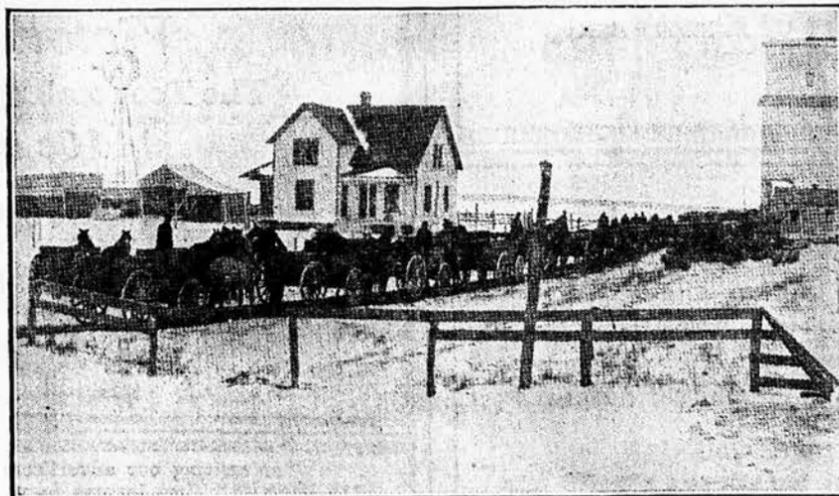
the transmission of heavy freight around several important cities, which is an innovation in the electric railway field. Twenty-five farmers' elevators dot its roadbed and grain from them is shipped

pany, forming a great part of the McKinley System, operates the Topeka Railway Co., the Topeka Edison Company, the Wichita Street Railway System, as well as the public utilities in Atchison, which are all kept up to the same high standard of excellence that characterizes the properties of the system in other places.

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# THE HAZFORD HEREFORDS

An Appreciation of Success Attained Through Adherence to Correct Idea

By I. D. GRAHAM

WHEN Protocol stood as the youngest and the heaviest prize winning bull in the Hereford ring at the American Royal, he accomplished several things. He won a prize in one of the greatest live stock shows on earth for a previously unknown herd; he brought luster to the Beau Brummel family of Herefords, and he gave a reputation to the Hazford Herefords which has never been dimmed.

Robert H. Hazlett, the builder and owner of the famous herd now known as the Hazford Herefords, came to El Dorado some years ago with little knowledge of Herefords and small experience as a breeder. He devoted considerable study to the matter and arrived at the conclusion that Herefords were the cattle to best meet the conditions in which he might sell breeding animals from a future herd. In those days it was still thought that rustling ability was a very desirable trait to be possessed by any breed of cattle, and the Herefords had this in an eminent degree. It was also known, and coming to be more highly appreciated, that the quick maturing and rapid fleshing character of the Hereford was also a highly desirable trait. The advocates of the good merits of this breed had been so enthusiastic in their work that ranch owners and range men generally had accepted the Hereford as the ideal animal for their use, and the demand for this breed was rapidly increasing.

Perhaps this fact was potent in helping Mr. Hazlett to arrive at his decision, but the natural beauty of the animals themselves, their wonderful adherence to type, their prepotency and at the same time their pliability in the hands of a skillful breeder, decided Mr. Hazlett in favor of this breed. When this point was reached he began to study families, and, by attending the big fairs and expositions and visiting the farms of breeders, he was impressed with several families of merit, but noticed that the Beau Brummel family seemed to possess more of merit in prepotency and adherence to type along with other good qualities, and his decision was made.

That this farm has been ideal is shown by the results attained. Here are now maintained hundreds of the best Herefords to be found in this country, and it is impossible to emphasize this fact too strongly. Other herds of show ring reputation have been brought together

by purchase, and no credit is due to the owner beyond the fact that he had a long purse and was able to buy discriminatingly. Such herds make for the good of the breed, undoubtedly, in that they show its possibilities under proper care and management, but they do not make for the best interests of the breed in the same way or with anything like the

ences in the curve of the horn, the distribution of the color markings, or of accidental features, may be apparent, but the one fact which stands out most prominently before the visitor who inspects the Hazford Herefords is that they are all of high quality and all alike. It is really remarkable.

The building of a herd of pure bred



BEAU STURGESS SECOND.

same influence that has been exerted by the Hazford Herefords.

In looking at the Hazford Herefords, the first impression is one of quality, and the next is uniformity. The quality is apparent to the passer by, but it is not until one actually gets out and mingles with the herd in their different pastures or stalls that he realizes the astonishing uniformity of type which has been attained in the building up of this herd. The old expression, "As like as peas in a pod," has an intensified meaning on the Hazlett farm. Slight differ-

cattle of reputation is oftentimes a life-long task and many herds have required more than one lifetime to build them into quality and prominence. It does not fall to the lot of many men to succeed in attaining a type of the greatest uniformity and a fame such as has come to the Hazford Herefords during the few short years in which Mr. Hazlett has been engaged in building up his herd. Men may succeed in other lines of business and Mr. Hazlett has also done this and yet they may fail or only partially succeed when it comes to breeding oper-

ations. A vast fund of knowledge of the laws of nature, of the truths of the herd book and of the art of feeding, are all necessary to the successful breeder, and that Mr. Hazlett has these in an unusual degree is shown by the results he has attained at Hazford place.

Mr. Hazlett finds time for other matters as well as the breeding of Herefords. He is the president of one of the largest banking institutions of southern Kansas. He lives in one of the handsomest residences in the state which is located in the finest residence district of Eldorado, and yet he is in daily contact with his farm on which he spends a certain time each day and the operations of which he personally supervises. With the large herd of cattle which he maintains he has been able to build up the soil fertility and has devoted considerable attention to experimentation in farm crops. During the season just passed he harvested about 80 acres of sweet clover which is as yet a new crop in Kansas. He is very active in public affairs in his community and state. Much credit is due him for the very successful Kafir Corn Carnival held each year at Eldorado and which is unique. His prominence as a breeder has made him a director in the Kansas Improved Stock Breeders' Association, the president of the American Royal Live Stock Show and the treasurer of the American Hereford Breeders' Association and he has been mentioned as highly excellent material out of which a future governor or United States senator might be made.

Whether political preferment should ever come to Mr. Hazlett or not or whether he would accept such honor, may rest with the future, but certain it is that the building of a herd of cattle of the quality, type and uniformity of the Hazford Herefords is an accomplishment which carries with it a greater honor for the man and a greater good for humanity than could be attained through the administration of the affairs of a great municipality in a brief term. The genial personality of the man is such that there would be no doubt of the united support of the live stock forces of Kansas in any attempt to place Mr. Hazlett in any position within the gift of the people. It is not likely that he has such ambition, but it is unfair to say that he would not respond to a call for public duty if a serious demand was made on him.—Adv.



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### Where to Find Things in the Store:

**MAIN FLOOR—**

Laces, Linens, Bedding, Jewelry, Gloves, Umbrellas, Hosiery, Silks, Neckwear, Notions, Stationery, Ribbons, Underwear.

**ANNEX—**

Shoes, Dress Goods, Offices.

**SECOND FLOOR—**

Women's and Children's Ready-to-Wear Suits, Coats, Skirts and Waists, Furs, Millinery, Muslin Underwear, Corsets.

**THIRD FLOOR—**

China, Glassware, Bric-a-Brac, Rugs, Curtains, Draperies, Pictures, Books.



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### FIELD NOTES

Don't forget that Leon Carter of Asherville, Kan., will have a big Duroc Jersey sow sale on January 30.

Want a Mulefoot? Write Charles H. Thompson, Letts, Ind., who has any age and both sexes for sale.

Top Duroc Jersey boars by Golden Model 3d and other great boars are offered by the Grandview Stock Farm, Americus, Kan.

**Poland China Sale.**  
Please read the sale ad of Roy Johnston in this issue and send for a catalog.

**Financial Countess Lad No. 86252.**  
Please read the quarter page ad of J. E. Jones, Nowata, Okla.

Better look up those big Poland China boars that N. E. Copeland of Waterville, Kan., has for sale. They will please you.

Big Poland China boars of May farrow are offered by James Arkell, Junction City, Kan. He has fall pigs of both sexes also.

J. L. Griffiths of Riley, Kan., offers 50 immune summer and fall pigs of both sexes and he pays the freight on them, too. Get next to his proposition.

Mogul's Monarch and Prince Hadley are among the tried Poland China herd boars that J. H. Hadley of Westmoreland, Kan., offers for sale. Want them?

Spring boars and gilts, either bred or open, sired by the big Poland China boar Colossus Pan, are offered by Hubert J. Griffiths of Clay Center, Kan. Good kind.

R. P. Wells, Formoso, Kan., has some good Duroc gilts bred for March and April farrow that you will like. Also some nice fall pigs. Ask about them.

Frank L. Stream of Creston, Iowa, has a fine string of imported and home-bred stallions. He handles all draft breeds and is making prices right.

John T. Higgins of Abilene, Kan., will sell a choice son of Crimson Wonder Again out of a Valley Chief dam to close a partnership. His sale is January 24.

E. S. Farlee of Rydal, Republic County, Kansas, offers choice spring pigs by Rydal Chief by the great Poland China boar Choice Goods.

Pigs by sons of Big Tecumseh, the Poland China boar that made the big type popular, are offered by John O'Connell, Malcom, Neb. Write.

E. J. Gullbert, Wallace, Kan., can sell Galloway bulls by the car lot, yearlings and two-year-olds. Mention Kansas Farmer when you write him.

I. W. Poulton, Medora, Kan., always has a few choice Red Polled cattle for sale. Just now he is offering some bulls ready for service and at the right prices.

Blue Valley Jr. and Hartman's Hadley are the sires of the nice bunch of spring and fall Poland China boars offered by J. J. Hartman, Elmo, Kan. Ask about these.

O. R. Strauss, Route 1, Milford, Kan., has some of the biggest of the big in Poland China quality. He has a nice bunch of boars to sell and the price is right.

**Duroc Jersey Boars.**

W. R. Huston of Americus, Kan., is offering a choice lot of high-class boars for sale. They are well grown out, good color, and priced very reasonably. If you need a herd header, better write Mr. Huston for prices. Kindly mention Kansas Farmer.

Big, smooth Poland China boars by Blue Valley Gold Dust and out of 700-pound sows are what R. J. Peckham of Pawnee City, Neb., has to offer. Just drop him a card for particulars.

**Jacks and Jennets for Sale.**  
J. P. and M. H. Malone of Chase, Kan., are offering a choice lot of high-class jacks for sale. Please read ad in this issue and write them, mentioning Kansas Farmer.

**Phil Walker of Moline.**  
Phil Walker of Moline, Kan., has been in the jack business for 30 years. He has kept his ad in Kansas Farmer for the last 15 years. Please read it and write him.

**C. S. Nevius' Herds.**  
C. S. Nevius, the well known breeder of Shorthorn cattle at Chiles, Kan., is offering a number of very high-class herd bulls for sale. Please look up ad and write your wants. Kindly mention Kansas Farmer.

**Poland China Pigs for Sale.**  
Don't fail to read the ad of A. J. Erhart at Adrian, Mo., pricing Poland China pigs in pairs and trios. Write your wants and mention Kansas Farmer.

Shropshires have always been the popular breed of sheep in Kansas, and N. W. Smalley & Son, Blockton, Iowa, are offering some yearlings and two-year-old rams of the highest possible breeding.

Brown Hedge of Whiting, Kan., has 30 choice Poland China pigs ready to ship that were sired by Model Look and Young Billy and out of sows of the biggest strains. You can have pairs or trios not related.

Hadley Hutch and Revenue Chief are the sires of 40 spring Poland Chinas offered by J. W. Leeper of Norton, Kan. He also owns the first prize sow at the Nebraska State Fair of last year.

Want some Tattarrax Duroc Jerseys? Ask Alvin Vilander, Manhattan, Kan., who also has White House King, Carl Critic, etc., blood lines to offer. Pairs or trios not related.

George Kerr of Sabetha, Kan., has been breeding Duroc Jerseys a long time, and he knows how. Just ask him to tell you about those 120 spring pigs which he now has ready to ship.

There is more Tattarrax blood to be had in the W. W. Bates herd of Durocs at Manhattan. Also G. M.'s Col. and Carl Critic. He has a selected bunch of boars for you, also some females.

Hart Brothers of Osceola, Iowa, have the best lot of horses in their barns this year that they have ever imported. Their importation this year included an extra good lot of mares and fillies.

Charles Morrison & Son, Phillipsburg, Kan., have grown rich in raising and selling Red Polled cattle. You can do the same. Write them for description and prices.

Park & Firkins of Cameron, Mo., are offering a select lot of stallions and jacks this year. They have both imported and American-bred stallions that are right, and their Kentucky and Missouri mammoth jacks are an extra fine lot.

There ought to be more sheep in Kansas than there are dogs, but the reverse is true. A few of those Oxford Down sheep offered by John Graham & Son of Eldora, Iowa, would undoubtedly bring in much more revenue and cause less dissatisfaction among the neighbors than do the dogs which are to be found on too many farms. The Graham Oxforths have won about 140 ribbons at the Iowa State Fair in the last eight years.

M. E. Moore & Co., Cameron, Mo., offer a few head of very high class Holstein cows and a number of young registered bulls, all of which are tuberculin tested. This is a very old herd in which quality has been maintained for more than 30 years.

All Kansas takes pride in the success which has been attained by F. J. Searle, the young Holstein breeder of Oskaloosa, Kan. He has built his herd for quality and the records of performance are open for inspection.

W. C. Jones & Sons, Route 2, Topeka, have made remarkable progress in building up their Holstein herd. They had the junior champion bull and first prize herd at Topeka, Hutchinson and Oklahoma. Write them about their good cattle.

It is sometimes cheaper to buy a bull calf and raise him to maturity under the condition in which he has to live. H. B. Cowles of Topeka is now offering some very fine Holstein bull calves that are worth the money.

B. T. Wray & Sons of Hopkins, Mo., are the owners of a great herd of big-type Poland Chinas. They are the kind with size and quality, and will price their stock right. Big type breeders should investigate their offering before buying.

**High Class Jerseys.**  
W. N. Banks of Independence, Kan., has one of the high-class herds and is offering a choice lot of young bulls ready for service and a few cows and heifers bred to freshen early in the spring. Write your wants and mention Kansas Farmer.

James G. Long of Harlan, Iowa, who owns one of Iowa's good herds of big-type Polands will have a great offering in his annual bred sow sale to be held in Harlan January 24. Mr. Long has the big kind with quality combined, and his offering of January 24 will be right in every way.

Poland China breeders wanting strictly high-class sows should not overlook the closing out sale of Frank Owens at Council Bluffs, Iowa, February 14. Mr. Owen's sow herd is one of the best assembled at this time, and every one of them will go in the sale of February 14.

Duroc Jersey breeders should not overlook G. V. Bush's Saline County herd when in need of breeding stock. Mr. Bush owns one of the great prize winning Duroc herds. He is now offering his great herd boar, Col. I Am, for sale, also some choice bred sows and gilts.

Farmers and breeders wanting high-class breeding stock should correspond with C. A. Nelson of Cedarvale Stock Farm, Waverly, Iowa. Cedarvale Holstein herd is one of the noted herds of that breed in the country, and they have some young bulls for sale that are backed by 30-pound records.

Clarence Dean of Weston, Mo., owns one of Missouri's great herds of Mastodon Polands. He breeds the big, high-class kind that weigh 800 to 1,000 pounds when mature. He has breeding stock for sale at all times. All animals immunized by double treatment. Write him for prices and descriptions of stock.

**Another Great Boar in Andrews' Herd.**  
Jas. M. Andrews of Andrews Stock Farm at Lawton, Mo., owner of one of the great herds of old, original, big-boned, spotted Poland Chinas, which is now headed by Spotted King, writes that he has purchased another great boar to assist Spotted King. This boar was sired by Pawnee Pete by Big Pete. Mr. Andrews says he will become a second Spotted King and this is going some, as Spotted King is one of the great boars now in service.

M. E. Moore & Co. of Cameron, Mo., are offering special bargains in young Holstein bulls. This is one of the great Holstein herds in the west, and breeding stock sent out by Moore & Co. is always right in every way.

Perhaps the finest herd of Jersey cattle in point of quality and records made by individuals is that owned by R. J. Linscott, Holton, Kan. Mr. Linscott has been breeding Jerseys of quality for many years and has some very high records.

One of the oldest Shorthorn herds, as well as one of the largest in the middle west, is the Pearl herd, owned by C. W. Taylor of Abilene. Scotch and Scotch-topped animals tracing to noted ancestors and a very large herd to select from are what he offers.

H. C. Glissman, owner of Rock Creek Farm, Station E, Omaha, Neb., has one of the large herds of registered Holsteins of the country. Part of his herd is maintained in the Holstein district of New York, but the larger number is kept at Omaha for convenience in shipping. He has the right kind.

**Stallions at Farmers' Prices.**  
Dr. W. H. Richards of Emporia, Kan., is offering a number of high-class imported Percheron, Belgian and Shire stallions at very low prices. Doctor Reynolds each year carefully selects these horses in France and Belgium and is one of our good horse judges. If you want a sound horse at a reasonable price, call on Doctor Richards at Emporia, Kan.

**L. R. Wiley, the Importer.**  
L. R. Wiley of Emporia, Kan., importer of Percheron, Belgian and Shire stallions, has his barns full of good horses priced to sell. Very liberal terms and guarantee furnished with each horse or money refunded. Please read ad in this issue and call at Emporia and inspect this string of good horses. Kindly mention Kansas Farmer.

**J. R. Blackshere's Durocs.**  
J. R. Blackshere of Elmdale, Kan., has one of the best bred herds in Kansas. He has a show record gained in the past three years not equalled by any other breeder. He is offering a lot of very high class sows bred for spring farrow at very attractive prices. Catalog and price list furnished free. Write at once and kindly mention Kansas Farmer.

Chester White breeders should not overlook Kent's Iowa herd when in need of breeding stock. This is one of the greatest Chester White herds now in existence. Mr. Kent's show herd was the sensation at the Iowa, Nebraska, Topeka, Missouri and Illinois state fairs, 1912. Write Mr. Kent at Walnut, Iowa, for prices and his plan of selling and shipping hogs.

Henley & Vrooman, managers of the great Henley Ranch, Greencastle, Mo., are offering a lot of bred Shropshire ewes. They have both imported and American-bred ewes mated to the best imported rams obtainable. The rams in service in this flock have won many important English prizes as well as the most coveted American prizes.

**H. B. Walter Changes Date.**  
We are authorized to change the date of H. B. Walter's bred sow sale from Jan. 16 to Feb. 14th. Mr. Walter is one of the foremost big type Poland China breeders of Kansas and always has an offering that interests buyers of strictly good ones. Mr. Walter writes that he will have for this sale by far the best lot he has ever sold. Information concerning this sale will appear in this paper later. In the meantime, by writing Mr. Walter at Effingham, Kansas general information can be had about the herd and your request will be granted for a catalog.

# Frank Iams' 1912 Stallions and Mares (New Importation)

IAMS' 1912 Importation of "Percherons and Belgians" are "Iams' Best Buy." They need no "State Stallion Law" to make them sound. They are all sound "Bellringers."



They arrived by "special train," are "up-to-the minute" and 10 years in advance. They are the "Drafty, big-boned tops"—Nifty, big "Black Boys"—the real "medal winners"—sensational show and business horses of note, "ripe peaches" from the "select 400." Big, classy "Peaches and Cream"—"Black Boys." The "Iams Brand" of drafty "top notchers." Iams' 1912 importation of Percheron and Belgian stallions and mares are in the "Pink of Condition" and ready for a good selling. "Ikey Boy," smile sweetly, and hundreds of Iams' satisfied customers "will sit up and take notice" that Iams, the "King Pin" horse importer, is still "doing business" at the "old stand" (and good for 50 years). Iams is "pushing" his horses to the front. The big "Peaches and Cream" "Boys and Girls" are attractions that can't be "overlooked. Iams mesmerizes buyers with "real drafters," at "bargain prices," and having the "horses as advertised." Iams' "competitors" and "hammer knockers" are "boosting Iams" by their "knocks," until now he is known as the "Millionaire Horseman," and on "Easy Street," and growing fast. Ikey, "Come on along," and sing Iams' song. He is selling these "aristocratic," fancy "Black Boys" cheaper than ever—or better horses for less money—\$1,000 and \$1,400 (few little more.)

## 100 Percheron and Belgian Stallions and Mares 100

They are "Models"—Humdingers." They are two to five years old, weigh 1,700 to 2,500 lbs.; 80 per cent blacks, 50 per cent ton horses. All "approved and stamped" by European government. Many Paris "prize winners" and "gold medal horses." Big, drafty "top notchers," with big bone, quality, style (finish and action to burn. They are "Eye-openers." Larger and better horses than seen elsewhere. Big "business propositions" that make "the wheels work fast" under a "Buyer's hat." "Georgie, dear," Iams made a "big killing" by buying his horses in Europe in October and November, 1912. "Dry weather," "bad crops," war scare, "close money," and "Iams' cash" caused the "prize winners" and "tops" to be thrown on the market for a "good selling. Iams' "cut the melon" and bough the "rippers" at "knockout prices." Iams will give his customers the benefit of his "good buy." "Ikey, boy," come on down town and see Iams and the nifty, big "Black Boys" and "Sensational low, democratic prices. "Everybody Is Doing It."

## Then get into Iams' "Get Rich Wagon" and save \$1,000

on a "top stallion," (and you wear diamonds). Iams is a "big fly in the ointment" in the horse world. "He keeps the gang guessing." Iams sells "imported horses only"—(They win 90 per cent of prizes at big horse shows). No "American-bred full-bloods"—No "auction stuff" or "peddlers' horses"—Only "choice drafters" of big size, bone, quality and finish. "Iams' Horse Show" makes you "sit up and take notice" and buy a \$5,000 stallion at \$1,000 or \$1,500. Then your sweetheart wears the diamonds. Come on along—see Iams' Horse Show and big bargains.

## Iams' imported horses are "approved," "branded," "registered," "inspected" and "certificates stamped O. K."

by Governments of "France and U. S. A." Iams has the "crack stallions and mares" you "read about." Buy horses of Iams and you won't "gee stung" in horse or price. "Dolly D," waltz me around once again, "Ikey;" land me at Iams' box office and importing barns. Full to "the roof" with "Black Boys" (and all must be sold). Reduced prices.. All the world knows Iams and his "Peaches and Cream" horses. 1912 was Iams' best business year. 1913 promises to be a bumper year to Iams and his customers. He saved \$300,000 to stallion buyers in 1912. Watch "Iams' smoke" in 1913. Iams' 30 years of successful business make him a safe man to do business with. Iams sells horses "on honor." A boy or a lady can buy as cheap as a man. "Ikey," be the "wise guy." Buy imported stallions of Iams. He is reliable and a "Live wire" for Big Bargains.

## Iams' 1912 Horse Catalog is an "eye-opener."

It has "a laugh" and a \$1,000 bargain in every line. A "bunch of gold," the "book of books," to stallion and mare buyers. It is full of "wide-as-a-wagon drafters"—the real "peaches and cream" stallions. It shows largest imported stallions and mares in the United States, "true to life," and truths, facts, "business propositions," and 100 illustrations of "top notchers" and the "tricks of stallion peddlers" and "auction block" salesmen. It is the finest, most elaborate, and original up-to-date book in the world. Iams, the "Square Deal" horseman, makes every statement in ad or catalog good—or you get the \$500 he hangs up. Iams guarantees to sell you a

## Better Imported Stallion at \$1,000 and \$1,400

(few higher) than is sold to stock companies for \$2,500 to \$5,000. Imported mares, \$700 and \$1,000. Iams gives 60 per cent breeding guarantee; pays freight on horse and fare of one buyer. He can furnish \$1,500 insurance. IAMS buys and sells every stallion himself. Saves buyers \$1,000 in commissions and middlemen's profits. He buys stallions by "trainload." He speaks the language—(saving 20 per cent). He is not in the "Stallion Trust." He pays no "Slick Salesman" a commission to help "do you." He has no 2 to 10 partners—to share profits. He "pays cash" for his horses—and sells "top notchers" by "hot advertising" and having "the goods." "Big Ikey," leave your "happy" home and buy a "top" stallion or pair of imported mares (of Iams) that bring colts that sell at \$500 each. "Papa," don't let those "auction men" "hand you a lemon" in one of those "so-called" "American full-bloods" of questionable breeding. Buy an imported horse of Iams, the "reliable horseman." Then we will "all wear diamonds." Iams' "selling clothes" fit all buyers. Write for Iams million dollar horse catalog. Iams won't let you go without a Peaches and Cream stallion or mare. "He sells the tails off them." Iams guarantees are backed by "half million dollars." References—1st National and Omaha National Banks, Omaha; Packers' National Bank, So. Omaha; Citizens' State, 1st State and St. Paul State Banks, St. Paul, Neb.. Iams buys big ad space because it is cheaper than flannel-mouthed horse salesmen.

# ST. PAUL, NEBR.

**POLAND CHINAS**

**GREEN LAWN STOCK FARM.**

100 HEAD September pigs for quick sale. Pair, \$30; trio, \$42.50; four for \$50. All strictly big-type breeding. Can furnish three sow pigs and boar not akin. Will sell 100 head bred sows February 22, 1913. Write early for catalog.

A. J. ERHART & SONS, Adrian, Mo.

**COPELAND'S BIG POLAND BOARS.**

For private sale, instead of public sale, I offer seven choice fall boars sired by "Copeland's Hadley" and "Designer," 12 spring boars, selected, six of them by "Expansion's Son," and out of a 700-pound Hadley bred sow. These boars are good individuals, and will be priced to sell quick.

N. E. COPELAND, Waterville, Kan.

**Highview Breeding Farm**

Highview Breeding Farm, home of the old original big spotted Poland Chinas. The largest herd of big spotted Polands in the world. They are the farmer's hog. The big easy feeding kind. Never fall to make good. Young stock for sale.

H. L. FAULKNER, Box M, Jamesport, Missouri.

**C. S. NEVIUS' HERDS**

Shorthorns and large-type Polands. The home of the great bull, Searchlight, and herd boars, Designer and Major Look. A choice lot of young stock for sale at reasonable prices. Write your wants.

C. S. NEVIUS, Chiles, Kan.

**STRAUS SPOLAND CHINAS**

Model Bill 54634 heads our herd, assisted by Model Wonder, one of the largest yearling boars of the breed. Fifteen spring boars for sale, priced to move them.

O. R. STRAUSS, Route 1, Milford, Kan.

**25 BIG POLAND CHINA BOARS.**

Priced to sell quick. Sired by Blue Valley Goldust, and out of 700-pound sows. Have decided not to hold sale, and offer these privately. Big, smooth fellows. Some real herd headers. Inspection invited.

R. J. PECKHAM, Pawnee City, Neb.

**STRYKER BROTHER'S POLAND CHINAS.**

Choice boars and gilts from our show herd. Can sell all kinds of breeding stock at reasonable prices. Also, Hereford cattle and standard bred horses for sale.

STRYKER BROS., Fredonia, Kan.

**SIX Big-Boned Poland China Boars, first of May farrow.**

Also fall pigs, either sex. Bred sow sale February 6.

JAMES ARKELL, Junction City, Kan.

**SPRING AND FALL BOARS.**

Twenty-five good ones, sired by "Blue Valley, Jr." and "Hartman's Hadley." Will not hold fall sale. Special prices for twenty days.

J. J. HARTMAN, Elmo, Kan.

**IMMUNE SUMMER PIGS.**

Fifty choice big-type Poland China summer and fall pigs, both sexes, at popular prices. Express prepaid.

J. L. GRIFFITHS, Riley, Kan.

**Herd Boars For Sale**

Five outstanding good ones. Three for sale, including Mogul's Monarch and Prince Hadley.

J. H. HARTER, Westmoreland, Kan.

**40—Immune Poland Chinas—40**

Twenty choice spring boars sired by Colossus Pan, also gilts bred or open.

HUBERT J. GRIFFITHS, Clay Center, Kan.

**BIG, SMOOTH POLANDS.**

Headed by Model Look and Young Billy. Sows of biggest strains; 30 choice pigs ready to ship; pairs not related.

BROWN HEDGE, Whiting, Kan.

**SATISFACTION OR MONEY BACK.**

For sale, 12 young boars, will make herd headers; 30 choice gilts; 100 spring pigs. Prices reasonable.

W. A. BAKER & SON, Butler, Mo.

**RYDAL POLAND CHINAS.**

Headed by Rydal Chief by Choice Goods. Sows of best strains. SPRING pigs for sale.

E. S. FARLEY, Rydal (Republic Co.), Kan.

**LEEPERS BIG POLANDS.**

Good enough and big enough to win First at Nebraska State Fair, 700-pound sows. Bred sow sale, January 25.

J. W. LEEPER, Norton, Kan.

**OHIO IMPROVED CHESTERS**

**MAPLE LEAF O. I. Cs.**

Service boars all sold, but am breeding a splendid lot of gilts. Choice yearling sows and a few tried sows for sale. Special prices on fall pigs.

R. W. GAGE, Route 5, Garnett, Kan.

**O. I. C.—125 Head Hogs**

Pigs in pairs. Bred sows, and 40 boars ready for service. Fifty fall gilts.

W. H. LYNCH, READING, KAN.

**WOLFE'S O. I. C. SWINE.**

Large, prolific kind, March and April boars. Gilts bred or open. Fall pigs. Prices low. Pedigrees free. Write your wants.

D. W. WOLFE, Route 2, Carrollton, Mo.

**O. I. C. PIGS.—H. W. Haynes, Meriden, Kan.**

**OXFORD DOWN SHEEP**

Largest flock west of Mississippi River. Fifty rams, 100 ewes for sale. All stock sired by imported rams. 140 ribbons at the Iowa State Fair in last eight years. Call on or address, John Graham & Son, Eldora, Ia.

**FIELD NOTES**

**FIELD MEN.**

O. W. Devine.....Topeka, Kan.  
Jesse R. Johnson.....Clay Center, Kan.  
W. J. Cody.....Topeka, Kan.

**PURE BRED STOCK SALES.**

**Percherons and Other Draft Breeds.**  
Jan. 23, 29, 30, 31—C. W. Hurt, Arrow-smith, Ill.  
March 5—J. C. Robison, Towanda, Kan. Sale at Kansas City, Mo.  
Mar. 6—S. J. Miller, Kirksville, Mo.

**Jacks and Jennets.**  
Feb. 6—A. E. Limerick and W. E. Bradford, Feb. 4—Platte County Jack Sales Co., Platte City, Mo.  
Feb. 25—D. J. Hutchins, Sterling, Kan.  
March 4—L. M. Monsees & Sons, Smithton, Mo.  
March 10—G. C. Roan, La Plata, Mo.

**Shorthorns.**  
Feb. 6—A. F. Cochran, Hays City, Kan., at Lamer's barn, Salina, Kan.

**Holstein Friesians.**  
Feb. 4—Henry C. Glessman, Station B, Omaha, Neb.  
Oct. 21-22, 1913—Woodlawn Farm, Sterling, Ill.

**Polled Durhams.**  
Jan. 2—Achenbach Bros., Washington, Kan.

**Poland Chinas.**  
Feb. 14—H. B. Walter, Effingham, Kan.  
Jan. 20—Roy Johnson, South Mound, Kan.  
Feb. 20—George Wedd & Son, Spring Hill, Kan.  
Jan. 24—Jas. G. Long, Harlan, Iowa.  
Jan. 25—J. W. Leeper, Norton, Kan., and J. F. Foley, Oronoque, Kan. Sale at Norton.

Feb. 3—O. R. Strauss, Milford, Kan.  
Feb. 4—L. V. OKeeffe, Stillwell, Kan.  
Feb. 5—J. L. Griffiths, Riley, Kan.  
Feb. 6—H. Fesenmeyer, Clairinda, Iowa.  
Feb. 6—W. H. Charters, Jr., Butler, Mo.  
Feb. 6—J. B. Lawson, Clarinda, Iowa.  
Feb. 6—James Arkell, Junction City, Kan.  
Feb. 7—J. O. James, Braddyville, Iowa.  
Feb. 12—H. L. Faulkner, Spotted Polands, Jamesport, Mo.

Feb. 12—Ira C. Kyle & Son, Mankato, Kan.  
Feb. 12—T. J. Meisner, Sabetha, Kan.  
Feb. 13—Carl Jensen & Son, Belleville, Kan.  
Feb. 14—Frank M. Owens, Council Bluffs, Iowa.  
Feb. 14—C. M. Prater, Oxford, Kan.  
Feb. 15—J. B. Dillingham, Platte City, Mo.  
Feb. 18—J. H. Harter, Westmoreland, Kan.  
Feb. 20—R. J. Peckham, Pawnee, Neb.  
Feb. 21—W. Z. Baker, Rich Hill, Mo.  
Feb. 22—A. J. Erhart, Adrian, Mo.  
Feb. 25—E. P. Flanagan, Chapman, Kan.  
Feb. 25—The Deming Ranch, Oswego, Kan.  
Feb. 26—F. J. Sessmith, Orient, Iowa.  
Feb. 26—J. W. Pfander & Sons, Clarinda, Iowa.

Feb. 26—L. C. McClarmon, Braddyville, Ia. (Night sale.)  
Feb. 27—C. L. Branich, Hiawatha, Kan. Sale in town.

**Duroc Jerseys.**  
Jan. 11—Fred W. Lahr, Brooks, Iowa. Sale at Cornish, Iowa.  
Jan. 30—Leon Carter, Asherville, Kan.  
Jan. 24—John T. Higgins, Abilene, Kan.  
Feb. 1—Horton & Hale, DeKalb, Mo. Sale at Rushville, Mo.  
Feb. 7—Kansas State Agricultural College, Manhattan, Kan.  
Feb. 15—A. Blank, Oxford, Kan.  
Feb. 20—Charles Stith, Eureka, Kan.  
Feb. 20—Rinehart & Son, Smith Center, Kan.  
Feb. 25—W. R. Houston, Americus, Kan.

**Berkshires.**  
Feb. 7—Kansas State Agricultural College, Manhattan, Kan.

**Hampshire Hogs.**  
Jan. 23—T. W. Lavelock, Princeton, Kan.

**Mulefoot Hogs.**  
Feb. 15—John A. Williams, Eaton, Ohio.

**Diamonds in the Rough.**  
Mr. C. F. Ricketts of Paola, Kansas, is offering a choice lot of Percheron-Belgian French Draft and Coach Stallions for sale at very attractive prices. These horses are not pampered or fat but worth the money asked—please read ad in this issue and go see them. Kindly mention Kansas Farmer.

**Stock Farm for Rent.**  
J. G. McLain of Wellsville, Kan., is advertising his 470-acre farm for rent. It is equipped with two sets of buildings with plenty of fine water and good bluegrass. Just the place for dairy or live stock farming. It lies just at the edge of Wellsville in one of the richest counties of Kansas. Write for details and mention KANSAS FARMER.

**S. J. Miller to Hold Annual Sale.**  
S. J. Miller, the well known horseman of Kirksville, Mo., claims March 6 as the date of his annual Percheron and jack sale. On that date Mr. Miller will offer a select lot of Percheron stallions and mares, also an extra good lot of jacks. Breeders will remember the extra good offering made by Mr. Miller in former sales and they can depend upon this year's offering as being one of the best that he has made for years.

**Horton & Hale's Duroc Sows.**  
Horton & Hale of DeKalb, Mo., well known breeders of Duroc Jersey hogs, are preparing for their annual bred sow sale to be held on February 1, with 45 head of very high class sows in the offering. This year's offering will consist principally of Crimson Rambler and Prince of Cols. bred sows. Their offering will be one of the extra good ones of the breed and Duroc breeders should not overlook this sale which will be held at Rushville, Mo.

**Roy Johnston's Bred Sow Sale.**  
A field man for Kansas Farmer visited the Johnston farm at South Mound, Mo., last week and looked over one of the best lots of bred sows, yearlings and gilts we ever saw on the Johnston farm. For nine years the writer has been calling several times each year on Mr. Johnston—but we must say that we have never had the pleasure to look over 75 head of large, roomy sows and yearlings, sired by such noted boars as Blain's Wonder, Orphan Chief, John Long, Dan Hadley, Standard Wonder, Wonder Boy and Chief Look, and bred to seven as good boars as Mr. Johnston has been able to get together in ten years' successful breeding. The catalog is ready to mail and it is interesting. Please read sale ad in this issue and write for one today. Kindly mention Kansas Farmer.

**KENT'S IOWA HERD** 100 boars for sale, 50 fall and yearlings, most of them sired by that famous old boar, Combination 12313. Fifty spring boars sired by other State Fair prize winners. Also choice sows bred for fall farrow. I can sell you anything you want in Chester Whites from a fancy herd header row. If you want to buy one of the big kind, write me for prices and the way I will ship these hogs before paying for them. Mention Kansas Farmer. Address THOMAS F. KENT, R. 2, Walnut, Iowa.

**POLAND CHINAS**

**Dean's Mastodon Polands.** The big-boned type, will weigh when mature 800 to 1,000 pounds. Bred sows all sold. ALL IMMUNIZED BY DOUBLE TREATMENT AND ARE IMMUNE. Phone, Dearborn; station, New Market, and Postoffice, Weston, Mo. Address CLARENCE DEAN, WESTON, MO.

**WRAY & SON'S BIG TYPE POLAND CHINAS**

Herd headed by Sterling Prince, one of the largest and best 2-year-old boars of the breed. Assisted by Chief Price's Wonder, one of the best sons of the great breeding boar, Chief Price Again. Young stock for sale. Better than your grandpa ever raised.

**DUROC JERSEYS**

**SALINE COUNTY HERD**

Pedigreed Duroc Jersey Swine. The prize winning kind—one extra good herd boar, Col. I Am, for sale; also some choice bred sows and gilts; also fall pigs, either sex—not akin. Satisfaction guaranteed. Address, G. V. BUSH, Marshall, Mo.

**OUTSTANDING DUROC BOARS**

All sold out on boars except an extra choice son of Crimson Wonder Again, out of a Valley Chief dam. Selling him to close a partnership. His three brothers will be an attraction in my January 24 sale.

JOHN T. HIGGINS, Abilene, Kansas.

**DUROC JERSEY BOARS.**  
20 TOP BOARS, by Golden Model 3d, and other great boars, the type that will make money on any farm, and will improve any herd. They will suit you.

GRANDVIEW STOCK FARM, Americus, Kan.

**PERFECTION STOCK FARM DUROC JERSEY HOGS.**  
For Sale—20 Spring Duroc Jersey gilts and spring boars, pairs and trios, not related. We sell at farmers' prices. CLASSEN BROS., Union, Okla.

**FALL DUROC BOARS.**  
Choice ones to select from. Fed and handled properly for good results. Choice breeding. Only the best saved for breeding. Reasonable prices.

HOWELL BROS., Herkimer, Kan.

**VILANDER'S DUROC JERSEYS.**  
130 spring pigs, sired by Tatarax Chief, White House King, Carl Critic, etc. Out of mature dams. Pairs and trios not related. Ready to ship now. ALVIN VILANDER, Manhattan, Kan.

**GEORGE KERR'S DUROCS**  
lead in rich breeding and individuality. 120 choice spring pigs ready to ship. Plenty of herd boar material.

GEORGE KERR, Sabetha, Kan.

**QUIVERA PLACE.**  
Headquarters for the best in Durocs. Herd headed by Quivera by Tatarax assisted by M. & M.'s Col. Choice spring boars for sale. Bred sow sale January 8.

Munsell & Isenberg, Herington, Kan.

**GOLDEN RULE DUROC JERSEYS**

Young boars all sold. Sows all reserved for big bred sow sale January 30. Can spare one good herd boar December 15.

LEON CARTER, Asherville, Kan.

**COLLEGE HILL DUROCS**

Home of the best. For quick sale, 10 selected boars and few females by G. M.'s Col. and Carl Critic, out of Tatarax dams. Farm adjoins college on north.

W. W. BALES, Manhattan, Kan.

**Crow's Durocs**

Twenty-one good Duroc boars from 125 to 230 pounds. All vaccinated. Price reasonable.

W. R. CROW, Hutchinson, Kansas.

**FOR SALE—Herd boar Chief I Am 100179** by Ohio Chief Again, dam Crimie by Crimson Wonder I Am. Also choice spring boars and gilts, all fall pigs, both sexes. A chance for a great herd boar.

N. W. SMALLEY & SON, Blockton, Iowa.

**MARSH CREEK DUROCS.**

Large growthy gilts, bred for March and April farrow. Also fall pigs, either sex, at reasonable prices. R. P. Wells, Formoso, Ks.

**MULE FOOT HOGS**

THOMPSON'S growthy Mule Foot Hogs have won more first prizes than any herd in America. Stock of all ages for sale, sired by or bred to my 6 State Fair first prize winning males. Prices low, quality high. Write for prices and information.

CHAS. K. THOMPSON, Letts, Ind.

**WE PAY THE FREIGHT**

On a pair or trio of the kind which grow large and cost little. 30 late fall pigs—both sexes. Prices reasonable. Write.

**MULE FOOT HOGS**

The Original Families Bred Sows—For Sale—Bred Gilts SULTAN STOCK FARM

R. 7, Bloomington, Ind.

Silver Laced Wyandottes. In this issue Mrs. Alvin Tennyson of Miltonvale, Kan., offers fifty extra choice pure-bred Silver Laced Wyandotte cockerels. These birds are from show stock and will be priced very low for such fine stock.

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F. C. WITTOEFF, Medora, Kan.



**HORSES AND MULES**



First and Grand Champion Belgian Stallions at American Royal, 1912, owned and exhibited by J. M. Nolan at Paola, Kan. Our barns are filled with Percheron, Belgian, French Draft and Coach Stallions, imported and home-bred, priced to sell. Come and see me. We can deal.

**J. M. NOLAN**

Paola Kansas

**PERCHERONS  
BELGIANS  
SHIRES**

ONE OF THE  
OLDEST AND  
LARGEST  
IMPORTERS  
IN  
AMERICA



Our horses are big, smooth flat-boned fellows, with great quality style and conformation. Will please the most critical. Prices reasonable. Satisfaction guaranteed. Letters from hundreds of satisfied customers and big illustrated catalog mailed free.

Watson, Woods Bros. & Kelly Co.  
903 29 LINCOLN, NEB.

**REGISTERED JACKS**

For Sale—Big, heavy-boned, smooth, well marked fellows. Some of them sired by the noted \$2,000 Missouri King that I formerly owned. Also have limited number of Jennets for sale. We claim to own and have on our farm one of the best Jennets in America. If we fail to convince you that ours are as good as can be found anywhere, railroad fare will be refunded. Fullest guarantee with every sale.

T. E. COLLINS, Belleville, Kansas.

**DIAMONDS IN THE ROUGH**

I am offering for sale at very low prices a fine lot of young Percheron, Belgian, French Draft and Coach Stallions. These horses are not fat, but in good, thrifty condition and will make good. Come and see me.

C. F. RICKETS, Paola, Kansas.

Imported and Home Bred Stallions and Mares  
**PERCHERONS—BELGIANS—SHIRES**

Percherons—Belgians—Shires The best importation we ever made is now in our barns ready for inspection. The mares include some of the best fillies that came out of the Perch this year. See what we have before buying elsewhere.

Address, HART BROS., Osceola, Iowa.

**JACKS AND JENNETS**

17 head large mammoth black jacks for sale, ages from 2 to 5 years; large, heavy-boned, broken to mares and prompt servers. Prices reasonable. Come and see me.

PHIL WALKER,  
Moline, Elk Co., Kansas.

**AL. E. SMITH STOCK FARM.**

Black Mammoth Jacks and Jennets, Percheron Horses. You will find what you want in large boned, registered, 15 to 16 hands standard. Special prices on fall sales. Both phones.

AL. E. SMITH, Lawrence, Kan.

**FOR SALE.** One Mammoth Black Jack, 8 years old, 14 1/2 hands high, and one 15-16 Percheron horse, gray, 12 years old, weight 1,750. Come and see or write me. Prices reasonable.

A. J. MITCHELL, Route 2, Walnut, Kansas.

**HORSES AND MULES**

**PRIVATE DISPERSION FOR SALE PRIVATELY**

One extra heavy-boned black herd jack, 15 1/2 hands high; one yearling jack; two large, fine Jennets and three registered Percheron mares. This stock is first class and will be priced for quick sale.

O. A. SCOTT, Athol, Kansas.

**STALLION, MARES AND JACK.**

Have one 6-year-old and two 2-year-old stallions, registered in the Percheron Society of America. These horses are built right. You will be pleased with them. Want to sell one. Take your choice. Also four brood mares and one weanling filly, registered as above. Want to sell two. Take your choice. Have bred Percherons for six years. Also one black jack with light points, five years old. Will price him right for cash or will trade him for other property. Write for particulars.

H. M. STEPHENS, Munden, Kansas.

**Mammoth Kentucky Jacks**

Nine black, mealy-nosed, heavy-boned fellows, 6 months to 7 years, weighing up to 1,000 pounds, and 15 hands high. Also 15 Jennets, all ages. Inspection invited.

A. ALTMAN,  
Almena, Norton County, Kansas.

**HOME-BRED STALLIONS** \$275 to \$650. Imported stallions \$700 to \$1,000, two higher. All draft breeds. Reference: Any banker in Creston.

**TWO PERCHERON STALLIONS**, home-grown, registered, big ones; extra bone; 2 and 3 years old. Trains direct K. C., St. Joe.

**EXCELSIOR SHETLAND PONIES.** Registered stock. Ponies for sale, reasonable prices. Spotted and solid colors. W. Fulcomer, Belleville, Kan.

**SHORTHORN CATTLE**

**PEARL SHORTHORN HERD.**

One of the oldest and strongest herds in the west. Scotch and Scotch-topped. Reds and roans. Good individuals and tracing to noted ancestors. Choice young bulls for sale. Sold out on females. Can ship over Rock Island, Santa Fe or Missouri Pacific. Inspection invited.

C. W. TAYLOR, Abilene, Kan.

**Young Shorthorn Bulls**

Some pure Scotch, others with several Scotch tops. Nice reds, old enough for service. Few cows and heifers, and 25 big-type Poland China fall pigs, both sexes. Nothing but good individuals shipped.

S. B. AMCOATS, Clay Center, Kan.

**C.S. NEVIUS' HERDS**

Shorthorns and large-type Polands. The home of the great bull, Searchlight, and herd boars, Designer and Major Look. A choice lot of young stock for sale at reasonable prices. Write your wants.

C. S. NEVIUS,  
Miami Co., Chillicothe, Kan.

**Shorthorn Bulls For Sale**

Three good bulls, thick-fleshed and nicely bred, 12, 14 and 15 months old. Prices, \$75 to \$100, for quick sale.

JEWELL BROS., Humboldt, Kan.

**TENNEHOLM SHORTHORNS.**

Have for sale a 15 months Red Scotch bull, a choice, blocky, wide one. Also two February bull calves from extra good milking dams. Am pricing them low. Need room for younger ones. E. S. Myers, Chanute, Kan.

**JERSEY CATTLE**

**FOR SALE—**A 6-week-old Jersey bull calf, sired by Omeris Eminent, and out of our best Golden Lad bred sow. Sold his full brother to J. A. McCoy, of Newton, last year for \$50. Same money will buy this one. Write quick if you want him. JOHN-SON & NORDSTROM, Clay Center, Kan.

**REGISTER OF MERIT JERSEYS.**

The only herd in Kansas that makes and keeps official records. **FOR SALE—**Two extra choice yearling bulls sired by Imp. Oakland Sultan. They are out of tested 500-pound cows. Also 25 choice heifers and a few tested cows. Inspection invited.

R. J. LINSKOTT, Holton, Kansas.

**BANKS' FARM JERSEYS**

Quality with milk and butter records. One of the best sons of CHAMPION FLYING FOX, imported, at head of herd. Stock for sale.

W. N. BANKS, Independence, Kan.

**FOR SALE—**Thirty-seven head registered Holstein heifers and bulls from tested dams. Prices right. Come and see them.

M. P. KNUDSON, Concordia, Kan.

**GOLDEN RULE JERSEYS.**

Richly bred heifers and bull calves for sale. The blood of Golden Lad and other noted sires. Farm one mile north of town. Inspection invited.

Johnson & Nordstrom, Clay Center, Kan.

**WINELAND FARM JERSEYS.** One of the strongest official record herds in the west. For sale, 10 choice young bulls, sired by Imp. "Duke's Raleigh," and other good bulls. Out of cows now undergoing or having authenticated tests. Also, 25 females of different ages.

H. C. YOUNG, Lincoln, Nebraska.

**FIELD NOTES**

**J. M. Nolan's Stallions.** With this issue J. M. Nolan of Paola, Kansas, starts an ad for his Percheron and Belgian Stallions. Mr. Nolan exhibited the grand champion stallion at the American Royal in 1912—and has a number of extra good horses in his barns for sale. Please look up ad in this issue and write him or go see these horses. Kindly mention Kansas Farmer.

**Registered Shorthorn Sale.** On January 15, 1913, P. L. McEchron, of Princeton, Kansas, will sell at farm 35 head of registered Shorthorn cows—10 head have calves at foot and all are bred to the herd bull Ingle Prince, by Prince Collynia and out of Ingle Maid—the dam of Ingle Lad. Ingle Maid was one of the good cows owned in the H. M. Hill herd and was the mother of Ingle Lad. Please look up ad and send for catalog. Kindly mention Kansas Farmer.

Paul B. Brooks, manager of the Feed Department of the Brooks Wholesale Company, Fort Scott, Kansas, writes that his advertising in KANSAS FARMER of Big B Calf Meal, has been bringing him satisfactory results. He writes further, that they expect to increase their farm paper advertising and have made arrangements to increase their milling and mixing capacity so as to handle eight cars a day after Feb. 1. Paul Brooks has made a careful study of feed values and feed mixing to get the utmost value for the smallest possible cost. The trade he has developed on feeds, shows that he has been very successful in his efforts. He is always glad to furnish every information he has to anyone interested in feeds, who may write him.

**How To Stop the Waste of Feed.** The greatest leak in the business of farming is waste of good feed. The animal that gets all the feeding value out of its food is rare. Poor digestion, worms and other foes of thrifty stock combine to eat up your profits. The annual loss to farmers and stockmen through the ravages of stomach and free intestinal worms amounts to millions of dollars. Nearly all of this enormous loss might be prevented by proper measures. The constant use of "Sal Vet," a medicated salt, is now recommended by nearly all leading authorities. "Sal Vet" kills and expels all stomach and free intestinal worms and at the same time acts as a tonic and conditioner. Any reader of this paper can get a 60-day trial supply of "Sal Vet" by filling out the coupon attached to the "Sal Vet" advertisement on page 7. Mr. Fell, the manufacturer of "Sal Vet" guarantees it to do everything claimed or no pay.

**A Progressive Auctioneer.**

With this issue of KANSAS FARMER Col. W. B. Ryan of Lebanon, Kansas, becomes a regular advertiser in KANSAS FARMER. Mr. Ryan has chosen the business of selling at auction as his life work and with the natural ability which he always had he has coupled the training given by the Missouri Auction School and has for the past three years devoted a large per cent of his time to the study of live stock individually and pedigrees. Mr. Ryan was born on a farm in the county where he has ever since resided, he is a stockman both by inheritance and training. His father was one of the best stockmen in his part of the state and has been called the Hog King of Smith County. Mr. Ryan is now making from fifty to seventy-five sales annually, but can make more and will be glad to furnish a list of his open dates to anyone wanting his services.

The Mills Seed House, Rose Hill, N. Y., have a large advertisement on another page of this paper. Mr. Mills has made seeds a life study. For twenty-seven years he has been before the people with seeds and nursery stock. Nothing but the choicest seeds are used in this large business. All seeds are sold direct to the user—none have ever been offered in the stores. So great has this business become that it requires several machines to package the seeds required for a season's sales. The use of these packing machines insures correct weight and measures—besides saves a lot of labor. To introduce their seeds more thoroughly in Kansas, this Company make our readers a very liberal offer. You can have all the seeds you want at the price named. No matter how many packages you call for, your order will have prompt attention.

**Registered Jacks.**

This week we start advertising for T. E. Collins and Son, breeders of registered jacks and Jennets at Belleville, Kansas. In laying the foundation for this herd Mr. T. E. Collins, senior member of this firm, traveled extensively in the states where the best animals are located, visiting all of the principal herds and breeding establishments in Missouri and Kentucky, and buying liberally from the very best herds. This firm owned and had at the head of their herd the noted Jack, Missouri King, that sold for \$2000. He did much for the herd and several of the big jacks that are offered were sired by him. The Jennets herd contains several individuals that are of outstanding merit. Some others, "Gibson Girl" that was shown successfully all over Kentucky. She now weighs over 1150 pounds and measures fifteen hands high, standard measure. It is doubtful indeed if the equal of this great Jennet can be found in any western or central state and but few of her kind have ever lived. Messrs. Collins are also extensive mule raisers and have on hands at this time several spans of big, smooth mules. It is worth the time and cost to visit the Collins breeding farm and railroad fare will be refunded if the visitor don't find that the stock is as good as can be found.

**Watson Woods Bros. & Kelly Co.**

This importing firm, which is located at Lincoln, Nebraska, has been in the business at the same place for thirty years. They first started on a small scale, bringing over twelve horses at a time. Now their policy of handling only horses that will reproduce themselves and their fair methods of doing business have built up for them the second largest importing business in America. They import horses in such large numbers that they are able to do a wholesale business selling to men that can handle fifteen or twenty stallions cheaper than they can import them. The company has never asked high prices for the quality of horses that they handle. One reason that they can do this is because they sell sixty per cent of their horses to old customers. Mr. Kelly arrived about ten weeks ago with three carloads of Percherons, Shires and Belgians. He took his time in picking them out and got the very best horses that Europe produces. If you are at all contemplating the purchase of a stallion we recommend that you write to them for their big illustrated catalog, which will be sent to you free and at the same time please mention this paper.

**JERSEY CATTLE.**

**50 HEAD** Solid fawn colored, registered Jersey cows and heifers; a nice lot of springers; Forfarshire, Imp. Stockwell, Fox and Guenon Lad breeding. Three light fawn bull calves, St. Lambert blood.

S. S. SMITH, Clay Center, Kan.

**REGISTERED JERSEY BULL.** BLUE BELL'S BOY No. 75800, half-brother to Noble of Oaklands; 5 years old; gentle. Price reasonable.

J. S. TAYLOR, Iola, Kan.

**JERSEY BULLS.**

For Sale—An extra good tried sire of Tormentor breeding. Cannot use any longer. Also, a 2-months-old calf of St. Lambert breeding. O. E. NICHOLS, Abilene, Kan.

**GALLOWAY CATTLE**

**SMOKY HILL GALLOWAYS**

A carload of yearling and 2-year-old bulls for sale.

E. J. GUILBERT, Wallace, Kan.

**POLLED DURHAM CATTLE**

**ROAN HERO, THE INTERNATIONAL CHAMPION, AND ARCACIA PRINCE X 8079-308159**

the first prize winners, head my herd of Double Standard Polled Durhams. M. P. Ry. 17 miles S. E. of Topeka, Kan. Farms adjoins town. Inspection invited.

D. C. VAN NICE, Eichland, Kan.

**SHROPSHIRE SHEEP**

Smalley & Son's Shropshires. Flock ram by Carpenter's 432 A. S. A. 236201, winner of Rettifer cup. Yearlings by this ram. Two-year-olds by Ruland's 646-206607. All high class, priced for quick sale.

N. W. SMALLEY & SON, Blockton, Iowa.

**Twenty** Yearling and Two-Year-Old Shropshire Rams, sired by imported sire and out of registered ewes, priced right for quick sale.

ED GREEN, Howard, Kan.

**AUCTIONEERS.**

**Missouri Auction School.**

(Largest in the World.) The school that gives you practice in actual sales in their own auction rooms. Next term January 5, at Kansas City. Address

W. B. CARPENTER, 14th and Grand Ave., Kansas City, Mo.

**LAFE BURGER**

LIVE STOCK AND REAL ESTATE Auctioneer  
Wellington - Kansas

**J. E. BUMPAS**

The Missouri Big Type Hog Auctioneer. Write for date and terms.  
WINDSOR, MO.

**COL. MOSS B. PARSONS**

LAWSON, MO. Pure-bred Stock Auctioneer and General Salesman. A number of years experience. Terms reasonable. Write me for dates for fall sales.

**Col. W. B. RYAN** LEBANON, KANSAS. Live stock and farm sales auctioneer. The man that gets the high dollar and works for you like a brother.

**COL. OSCAR H. BOATMAN** Irving, Kansas. Live stock auctioneer. Graduate American Auction School. Write, phone or wire for dates.

**J. R. Triggs** LIVE STOCK AUCTIONEER  
Valley Falls, Kansas.

**Col. L. R. Brady** Live stock auctioneer. Manhattan, Kansas. Ask about my work.

**Col. L.H. Grote** Morganville, Kan. Live Stock and General Auctioneer.

**James T. McCulloch** Live Stock Auctioneer.  
Clay Center, Kansas. Write Early For Choice of Dates.

**W. B. CARPENTER** Live Stock and Real Estate Auctioneer  
14th and Grand Ave., Kansas City, Mo.

**Col. C. A. Hawk;** Live Stock and General Auctioneer.  
Eppingham, Kan.

**JOHN D. SNYDER,** Kansas Live Stock Auctioneer.  
Write or wire for date. Hutchinson, Kan.

**COL. N. B. PRICE** Live Stock and General Auctioneer  
Mankato, Kansas.

**T. W. Lavelock's Hampshire Sale.** On Jan. 23, T. W. Lavelock, of Princeton, Kansas, will sell 50 head of Hampshire bred sows at Ottawa, Kansas. This will be the second annual sale held by Mr. Lavelock at Ottawa. The offering will be bred for March and April litters to a quartet of splendid herd boars. Please read advertisement in this issue and send for catalog. It will be worth your time to read it. Kindly mention Kansas Farmer when you write.

Reasonable. See  
logue and price list, free.

**SELECT HERD OF  
BERKSHIRE SWINE.**

Representatives of the best families and prize-winning strains in the United States. Noted for size, early maturity, and quiet, docile dispositions. BERRY'S CHAMPION II, at head of herd, has no superior. All breeders registered. Prices reasonable.  
G. W. BERRY, (Box 14), Topeka, Kan.



Facsimile of advertisement in Kansas Farmer, April 7, 1880.

MASTERPIECE 77,000.  
Bred by G. W. Berry.



G. W. BERRY.

**1872—SELECT HERD OF BERKSHIRES—1913**

As bred by G. W. BERRY, the Breeder of Black Robinhood, the Founder of the great Black Robinhood Family of Show Yard Berkshires; Berryton Duke, the head of the Splendid Berryton Duke Family, and Masterpiece, the head of the Superb Masterpiece Family; also Robhood, the head of the Famous Growing Family of Robhoods; and the Breeder and Originator of the Silver Tips and Royal Empress, Popular Families of Berkshires.

**G. W. BERRY & SONS**

Breeders, Exporters and Importers of Berkshires

We have sold and distributed Berkshires in 45 states; an achievement which establishes the fact that

THE SELECT HERD OF BLACK ROBINHOODS  
Is Headquarters for High Class Registered Berkshires.  
Rural Route No. 1, Topeka, Kansas.

**Imported Stallions: Percheron, Shire, Belgian**

Each year we show our new importation the same month they land. Each year they win more than all other exhibitors combined. At the American Royal this year we won second on 4-year-old Percheron; first, third and fourth on 3-year-old; first and third on 2-year-old, and first and champion group of five stallions. Our horses are handsome and the best to buy; our guarantee and insurance the very best.  
PERCHERON IMPORTING CO., Chas. R. Kirk, South St. Joseph, Missouri.

**BRED SHROPSHIRE EWES**

Both imported and American bred, and all mated to the best imported rams obtainable. These rams have won many important English prizes, as well as the most coveted American blue ribbons, and now head the flocks at Henley Ranch.  
Our flocks are large and we can offer you the best values on all classes of Shropshires. We absolutely guarantee all stock shipped. Place your order with us early, while the ewes can be safely handled.

HENLEY RANCH, GREENCASTLE, MO.  
Members American Shropshire Registry Association. Henley & Vrooman, Managers.

**CEDARSIDE STOCK FARM, WAVERLY, IOWA**

wants to sell you some nice OXFORD ewes; also, 15 rams; all from imported rams and part from imported ewes. The ewes will be bred to a 400-pound ram. Some nice HOLSTEIN bull calves, with several 30-pound records backing.  
C. A. NELSON.

**50—PERCHERON STALLIONS—50**

Bishop Brothers have 50 big boned stallions that weigh 1,700 to 2,100 pounds that they can and will sell for less money than any firm in the business, quality considered. Write us what you want.  
BISHOP BROS., TOWANDA, KAN.

**PARK & FIRKINS' PERCHERONS AND JACKS.**

Imported and American-bred stallions. All blacks and grays, all registered in P. S. of America. Some ton 3-year-olds. Also Kentucky and Missouri Mammoth Jacks from 15 to 15 1/2 hands high, heavy bone and good performers, registered. Everything sold with safe breeding guarantee. Barns in town, 50 miles north of Kansas City, on Rock Island Railroad, 3 1/2 miles east of St. Joseph on Burlington Railroad.  
J. E. PARK AND A. A. FIRKINS, CAMERON, MO.

**PIONEER STOCK FARM HORSES AND JACKS.**

Percherons, Belgians and German Coach stallions and mares, also mammoth jacks. Five-year-old horses weighing from 2,100 to 2,250 pounds; two-year-olds from 1,650 to 1,975; yearlings weighing 1,425. We have an extra good lot of big, high-class jacks. We give a safe breeding guarantee with every animal and we price our stock well worth the money.  
JOHN W. WADDILL, Brashear, Missouri.

**Higgins' Duroc Jerseys.**

A representative of this paper recently visited Mr. John T. Higgins at his farm near Abilene, Kansas, and found Mr. Higgins busy breeding sows and in other ways making ready for his big Duroc Jersey bred sow sale to be held in Abilene Jan. 24. Mr. Higgins has enjoyed a splendid trade in boars the past fall and is now all sold out except one extra good one sired by Crimson Wonder Again and out of a Valley King dam. Rinehart & Son of Smith Center, Kansas, bought the litter brother to this pig and have given him a place along with their other good boars. The writer saw him a short time ago and considers him one of the greatest young boars now in service in the west. More will appear later about the Higgins sale, but applications for catalog may be filed any time.

In sending his remittance to pay for his sale advertising, Mr. J. C. Robinson, owner of the Whitewater Falls Percherons at Towanda, Kansas, writes: "My sale was one of the most satisfactory that I have ever held. Have sold 10 Percherons since the sale and have 160 head left on the farm."

**The Guernsey Cattle Club.**

Inquiries in regard to Guernsey cattle have been coming to this office so frequently that it was found difficult to answer them. It is a pleasure, therefore, to call attention to the advertisement of the American Guernsey Cattle Club of Peterboro, N. H., offering to supply this needed information about this wonderful dairy breed. This advertisement will be changed each week and it will pay you to read it. Kindly mention Kansas Farmer when you write.

**FIELD NOTES**

Poland China breeders and farmers wanting the old original big-boned spotted Poland should remember H. L. Faulkner's big sale of bred sows at Jamesport, Mo., February 12. Mr. Faulkner owns the biggest herd of spotted Poland in existence, and his offering February 12 will include many of the great sows of the herd.

**R. H. Shumway's Seeds.**  
Fifty years is a long time in a man's life, and it means much to every seed buyer to know that R. H. Shumway, of Rockford, Ill., has been in the seed business for a half century. It means that good business methods and good goods had to be the rule or the business would have failed. It is a good warrant for buying Shumway's seeds to know that his firm has stood the test of time so well by having a constantly growing business, serving old customers year after year and through them getting more and more new customers with each succeeding year.

**Jacks and Percherons.**  
This week we start advertising for Mr. O. A. Scott, proprietor of the South Athol Stock Farm, located at Athol, Smith County, Kansas. Mr. Scott is quitting the horse and jack business which he has followed so successfully for so many years and to close out quickly offers, at what is in reality greatly reduced prices, some extra choice Jacks, Jennets and Percheron mares. The writer has seen this stock and it is a mighty good opportunity and place to buy stock that is more than worth the prices asked.

**The Coburn Red Polle.**  
For many years Geo. Groenmiller of Pama, Kan., has been breeding Red Polled cattle and his success is such that his herd has become famous. Now he has enlarged his operations and has added Percherons and changed the firm name to Geo. Groenmiller & Son. They now have the largest herd of Red Polle in the west. These have been bred for milk as well as beef and have topped the Kansas City market a number of times on steers. The Percherons have the size and quality most desired in a draft horse. They are from 1 to 5 years old and weigh from 1600 to 2260 pounds with fine style and action.

**Lee Bros. Percheron Sale.**  
While an average of nearly \$427 was attained in the sale of Percherons made by Lee Bros of Harveyville, Kan., at the State Agricultural College sale pavilion at Manhattan, some of the best stuff did not bring enough money. Most of these good horses were sold to remain in Kansas, as was right and proper, but the territory between Iowa and Texas was represented among the bidders. The grand champion mare Galette went to the herd of Ed. Nicholson at Leonardville, Kan., for \$830, while her mate Alice went to Bedford, Ia., for \$750. The top price of the sale was \$950, paid by Earnest Grier of Goodland, Kan., for De Coselino, the sorrel two-year-old that attracted so much attention at the fair this fall. He was bred by Lee Bros. The next highest figure was \$905, paid for Carno, the grand champion American bred stallion at the Royal, 1912. E. T. McLean, of Temo, Kan., was the purchaser. A complete list of all the sales follow. Col. John D. Snyder and Col. L. R. Brady did the selling.

Percheron Stallions:

4—De Coselino, 2 years, Ernest Grier, Goodland, Kan. ....	\$ 950
7—Carno, 2 years, E. T. McLean, Temo, Kan. ....	905
11—Intimo, 1 year, John T. Bar, Westmoreland, Kan. ....	330
14—Silver Tip, 2 years, Ernest Adam, Manhattan, Kan. ....	410
22—Arthur, 2 years, E. Telley, Manhattan, Kan. ....	365
23—Carlo, 2 years, Frank Frachtor, Goodnight, Tex. ....	390
30—Kelso, 5 years, J. C. Robinson, Towanda, Kan. ....	695
31—Cyril, 2 years, Sam Weichselbaum, Ogden, Kan. ....	305
36—(Sub)—Brilliant Le Perche, 2 years, John T. Bar ....	475
37—Casine, 6 months, J. M. Beach, Maple Hill, Kan. ....	210
38—Stallion colt, P. A. Johnson, Riley, Kan. ....	200

Percheron Mares:

1—Galette, 6 years, Ed. Nicholson, Leonardville, Kan. ....	\$ 830
2—Alle, 5 years, A. J. Bordner, Bedford, Ia. ....	750
3—Jocaste, 3 years, Ed. Nicholson, Leonardville, Kan. ....	630
5—Fermice, 2 years, J. F. Mayer, Perry, Kan. ....	395
6—Calla, 10 years, Ed. Nicholson, Leonardville, Kan. ....	300
9—Le Bell, 1 year, J. F. Meyer, Leonardville, Kan. ....	250
10—Evelin, 1 year, J. F. Meyer, Leonardville, Kan. ....	250
12—Gaudine, 6 years, Ed. Nicholson, Leonardville, Kan. ....	300
13—Madge, 2 years, E. H. Schroer, Manhattan, Kan. ....	350
15—Nellie, 7 years, C. W. Lamer, Salina, Kan. ....	300
16—Rose, 2 years, B. Dall, Webber, Kan. ....	520
17—Irene, 2 years, B. Dall, Webber, Kan. ....	470
18—Moley, 12 years, Ed. Nicholson, Leonardville, Kan. ....	250
19—Faunita Bell, 9 months, Ed. Nicholson, Leonardville, Kan. ....	300
20—Almedia, 4 years, Ed. Nicholson, Leonardville, Kan. ....	475
21—Zenobia, 2 years, James Rhodes, Tampa, Kan. ....	500
24—Flossie, 2 years, A. J. Gordner, Leonardville, Kan. ....	425
26—Juliette, 8 years, J. W. Moshie, Clay Center, Kan. ....	380
27—Bell Knapp, 4 years, J. F. Meyer, Leonardville, Kan. ....	490
28—Kate, 2 years, W. W. Stegman, Hope, Kan. ....	425
29—Nettie, 2 years, E. H. Schroer, Leonardville, Kan. ....	325
32—Della, 1 year, Mings & Son, Burlington, Kan. ....	450
33—Thelma, 1 year, F. Frachtar, Goodnight, Tex. ....	290
34—Primrose, 2 years, Charles Gramse, Perry, Kan. ....	425
39—(Sub)—Mare colt, Kansas State Agricultural college ....	415
40—Mare colt, College ....	200
41—Mare colt, H. B. Lamer, Salina, Kan. ....	195

French Draft Stallions:

42—Coso L., 1 year, J. M. Wandler, Junction City, Kan. ....	250
44—Hugo, 10 years, George Craider, Solomons, Kan. ....	280
46—Calculator, 6 years, M. H. Roberts, Westmoreland, Kan. ....	550

French Draft Mares:

43—Laura, 1 year, F. Frachtar, Leonardville, Kan. ....	225
45—Maud, 6 years, C. W. Lamer, Leonardville, Kan. ....	215
47—Collie, 5 years, J. M. Beach, Maple Hill, Kan. ....	310
48—Dolores, 3 years, J. F. Meyer, Leonardville, Kan. ....	325
49—Mabel L., 2 years, F. Frachtar, Leonardville, Kan. ....	390
50—Coro B., 2 years, F. Frachtar, Leonardville, Kan. ....	300
51—Dollie 2d, 9 years, J. M. Beach, Leonardville, Kan. ....	260

Summary:

11 stallions sold for.....	\$5,235 av. ....	\$475.90
27 mares sold for.....	10,990 av. ....	407.00
38 head sold for.....	16,225 av. ....	426.96

French Drafts:

10 head sold for.....	\$1,080
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**Jacks and Jennets**



For Sale—25 head of large black jacks, from 3 to 6 years old, and a few jennets. My prices are very low to close these out. My barns are right in town. Come and see me.  
J. C. KERR, Wichita, Kan.

**SALE JANUARY 7**

Standard bred, Morris Levy-Dulaney Wilkes horses, mares, colts. Sale January 7. Registered, marked individuality, speed. Carefully bred by D. Ross, expert. Registered 7-year French draft, black stallion, sure foal getter. Cash or note. Arley Riggs, Adm'r, Independence, Kan., Stop 16, Interurban.

**"Kansas Berkshires."**

The sale and distribution of registered Berkshires in forty-five states in the last eighteen months by G. W. Berry and Sons, is a record unequalled perhaps by any other firm or breeder of pure-bred stock. The endorsement of the type of Berkshires produced by the Topeka breeders as evidenced by the patronage of farmers and breeders representing almost every county in Kansas and almost every state in the Union is positive recognition of the constructive work done in the Berry herd. Fixing a type and establishing a family of Berkshires distinctively their own is an achievement by the Berrys that seldom has been equalled or accomplished by breeders in America. The production of the superb boar Masterpiece 77000, the best known hog, living or dead, in the world, bred by the senior member of G. W. Berry and Sons, alone is enough to bring international fame to the breeder. Kansas are proud of the progress made during the years of development and improvement of Kansas herds of horses, cattle and swine and, especially, of the herd of "Kansas Berkshires" as bred by G. W. Berry and Sons, of Topeka.

**J. B. Dillingham Changes Date of Sale.**

J. B. Dillingham of Platte City, Mo., the well known breeder of big-type Poland Chinas, has changed the date of his annual bred sow sale from March 1 to February 15. Mr. Dillingham owns one of the good herds of big Poland in the corn belt. He has the big, mellow, easy feeding kind. He has succeeded in combining size and quality. He will have one of the very best offerings that will be sold this year. There will be tried sows by Big Chief, Expansion, Grand Look, Blain's Wonder, Long King and other great sires, also one of the best lots of spring gilts to be sold this season. They were sired by Big Wonder and are bred to The Squire by Big Chief. The tried sows are bred to Major Watt and Big Chief.

**Limerick & Bradford's Jacks and Jennets.**

A. E. Limerick and W. E. Bradford of Columbia, Mo., claim February 4 as the date of their annual jack and jennet sale. On that date they will sell, in Columbia, 30 head of jacks and 10 head of jennets. The jacks to go in the sale are strictly mammoth bred and are the tops of two of Boone County's famous herds. They range in age from 2 to 6 years. They are all black with white points and will be one of the extra good offerings of Missouri, Kentucky and Tennessee jacks to be sold this season. Among the lot will be a number of two-year-olds that are extra good. The jennets to go in the sale are an extra good bunch and all will either have colts at side or be safe in foal. This offering will interest breeders wanting jacks and jennets with size and quality. Watch Kansas Farmer for further announcement of this sale.

**Uses of Lewis Lye.**

Very few farmers realize the many uses to which one of the very commonest of household products can be put. We all know that Lewis' Lye is best for making soap, softening water, conditioning hogs, spraying trees, vines and vegetables, destroying vermin, etc. There are probably over a hundred different ways in which Lewis' Lye can be used, but in which it is the best for the purpose. Among these, dehorning cattle is very important as it can be done with Lewis' Lye without trouble and with no danger to the calf. The best time to dehorn by this method is when the calf is about six weeks old. It can be done equally well by two different methods. First grease around the root with a good solid grease. Wet the buttons and place on a small piece of lye about the size of a kernel of corn. The other method is to swab the buttons after being greased with a strong solution of Lye and water about half can to a pail of water. If this is done the horns will never grow out. When the economy of this method is considered no doubt more farmers will use Lewis' Lye for this purpose.

Mr. J. B. Thier, the piano and organ man, Milwaukee, Wisconsin, is sending out free, postpaid, his beautiful new 1913 Art Style Book of Pianos. This book, without a doubt, is one of the finest books of pianos ever printed and it shows all the new 1913 Thier pianos in mahogany, walnut and oak colors. Whether you are going to buy a piano for your home right now or later on, it will pay you to send for Mr. Thier for this book and his special letter with straight-to-you prices and easy terms of payment. The book contains scores of testimonial letters from homes that have just purchased direct from him, telling of savings and satisfaction that will interest any home in the market for a piano. If you are not a cash buyer, he will give you from two to three years' time to complete payment and arrange the payments at times of the year when it is most convenient for you to make them. His full page advertisement appears in this issue and if you are ever going to buy a piano, it probably will pay you to write to him at once for his style book and special price list.

**Norton County Jacks.**

This week we start the advertising for Mr. A. Altman, of Almena, Norton County, Kansas. Mr. Altman owns what is perhaps the largest and best herd of registered Mammoth Kentucky Jacks in the western half of Kansas. The herd is located on Mr. Altman's big 720-acre farm, 4 miles from town, and was established about 7 years ago with good breeding stock selected from good herds. Mr. Altman offers, along with other saleable jacks, his big herd jack, Jumbo. He is offered only because there are so many of his jennets in the herd. More than half of the jacks are well broke and colts by them can be seen on the farm. Write Mr. Altman, mentioning Kansas Farmer.



**MR. STALLION BUYER!**

**IF YOU DON'T WRITE AT ONCE**

FOR OUR BIG ILLUSTRATED CATALOGUE

**WE BOTH LOSE**

**1st. You lose because you miss a chance to look over the best and biggest Imported Stallions in the country.**

**2nd. We lose because we miss a chance to make you a permanent satisfied customer.**

**Watson, Woods Bros. and Kelly Co.**

**LINCOLN**

**BOX No. 29**

**NEBRASKA**



**ROBISON'S PERCHERONS**

One hundred fifty percheron stallions, mares and colts. Fifty imported. All for sale.

J. C. Robison, Towanda, Ks.

**IMPORTED DRAFT HORSES**



Importation arrived September 15, 1912. I have personally selected the best young stallions and mares I could buy in France and Belgium, two and three years old. They all have good breeding quality, sound and good colors, and will make ton horses. Every horse absolutely guaranteed. If you are looking for a first-class stallion or a good pair of mares, come and see me. I mean business. My barns three blocks from Santa Fe depot.

**W. H. RICHARDS, - - EMPORIA, KANSAS**

MENTION KANSAS FARMER WHEN YOU WRITE.

The West's Largest Importing and Breeding Establishment.

**IMPORTERS AND BREEDERS OF**

Percheron Belgians and Shire Stallions and Mares.  
120 Head to Select From.

Our stallions and mares are strong and massive, with great quality, style and conformation, with splendid color and dispositions. They are selected with an eye single to the wants of the most critical American buyers, and we can sell them for less money than any one in the business, quality considered. The stallions will go into any community and command the best mares, command the men who are the best pay and who take the best care of their stock. Let us know your wants. We can suit you in both price and quality.

**L. R. WILEY,**

**EMPORIA, KANSAS**

**WILL F. HOOKER'S**

**PERCHERON DISPERSION**

**SALE**

**HAMILTON, MISSOURI**

**Friday, Jan. 10th, 1913**

25 to 30 head Registered Stallions and Mares. Stallions from weanlings to 4-year-olds, including Edgewood Lad 86683 and Paul 60644, grandsons of Besigue 19602. Paul was second at Kansas City 1911, also Champion H. A. 1600 pound yearling, an extra herd leader prospect by Habacue 65650. Two extra good weanlings by Habacue, one by Beranger. Mares from weanlings to 11 years old, mostly from 4 to 6. An extra clean lot of high class Percheron mares, all of breeding age, proven producers. Will be in foal to Paul and Beranger. The dam of young stallion Champ H. will be in this sale, also one weanling that weighed 900 pounds at 6 months. Written guarantee on all stallions 2 years old and over. This offering bred right and grown right to make good. W. J. McBrayer will also sell some young stallions and jacks in this sale. Hamilton on main line C. B. & Q., 50 miles east St. Joseph, 50 miles east Kansas City. Sale under cover. Write for catalog at once.

**WILL F. HOOKER, Hamilton, Missouri**

AUCTIONEERS—Col. Geo. Bellows, Col. Williams.  
FIELDMAN—W. J. Cody.

**Stock or Dairy Farm For Rent**

I wish to rent my 470-acre farm adjoining Wellsville, Franklin County, Kansas. Two sets of A-1 buildings, five wells, one-half hog-tight, Kentucky bluegrass. This farm has been an old feeding farm for 40 years. Our school advantages are the very best. This farm is well adapted to stock raising or dairying.

If interested, let us see you.

**J. G. McLAIN**

# SUCCESS FOLLOWS WORK

## HOW A YOUNG MAN BECAME A LEADER THROUGH ATTENTION TO BUSINESS

Every man desires success, but not every man is willing to work for it. Neither have all men the elements within themselves to enable them to succeed in a chosen profession. Hard and painstaking effort, coupled with ability, make leaders and specialists of men.

Col. James T. McCulloch, now a recognized leader among live stock salesmen of the west, was born 30 years ago under what would naturally be called very unfavorable circumstances. In the little two-room house that was his first home, poverty reigned supreme. At the age of 7 his father died, leaving the son no inheritance save a natural love for the great out of door life and all living things.

Colonel McCulloch's father was born in Scotland, the home of some of the most famous breeds of live stock in the world, and he transmitted his love for such stock to his son. Early in life the boy began the study of pure-bred stock and their pedigrees, and while still a mere boy he knew more about live stock than the average man ever knows.

Because he must assist in making a home, he became a man early in life, and at the age of 19 years engaged in the auction business. This was not altogether because of the good pay which that business promised, but also because the chance to advance the interests of good live stock

appealed to him, while the instincts inherited from his forefathers beckoned him on.

In the first year of his experience as an auctioneer he cried fifty sales, thus making a record which has never been equalled in America by any auctioneer of his years. His success from that time until now is a matter of record, and Colonel McCulloch stands today second to none as a Kansas auctioneer, and takes rank with the best auctioneers of America.

The success which so often spoils the young man has only served to make him bigger and better in every way. He is a gentleman on every occasion; gives his opinions in a frank and sincere manner and stands for better and wiser methods of conducting public sales. His plan is to convince the public by hard facts and sound logic that good stock pays best.

Brass band methods are never employed by him, and he insists that no story be told or language used at one of his sales that would not be proper in any home. He loves his work and puts sincere effort above funny stories. His auctions are business meetings and are conducted on the square or not at all. The thousands of friends which he has made all over the west are living testimonials of his sterling qualities as a man and a citizen as well as an auctioneer.



COL. JAS. T. McCULLOCH, Clay Center, Kansas



# 75 SPRING YEARLINGS AND TRIED 75 SOWS, DAUGHTERS OF BELL METAL AND WHATS EX.

In Heated Sale Pavillion on Farm Near  
**BEATTIE, KANSAS, THURSDAY, JANUARY 9, 1913**

Here is, without doubt, one of the most valuable offerings I have presented to the public. Of the 75 head, fully two-thirds will be daughters of old Bell Metal and What's Ex.—possibly the last chance to buy daughters of these great boars at public sale. A few are by Nebraska Jumbo, the rest granddaughters of Bell Metal and What's Ex. It was my intention to keep this great lot of sows for my own use on the farm, but for business reasons must sell them.

They are bred for February and March farrow to Bell's Long King, by Long King's Equal, and Bell's A Wonder by old A Wonder; a pair of great young boars sure to nick well with the kind of sows I am selling. Catalog of this sale will be sent upon request.

Usual entertainment and transportation to and from farm. Send sealed bids to auctioneers or fieldmen in my care at Beattie, Kansas.

AUCTIONEER—H. S. DUNCAN.  
FIELDMAN—JESSE R. JOHNSON.

**Ben. M. Bell, Beattie, Kan.**



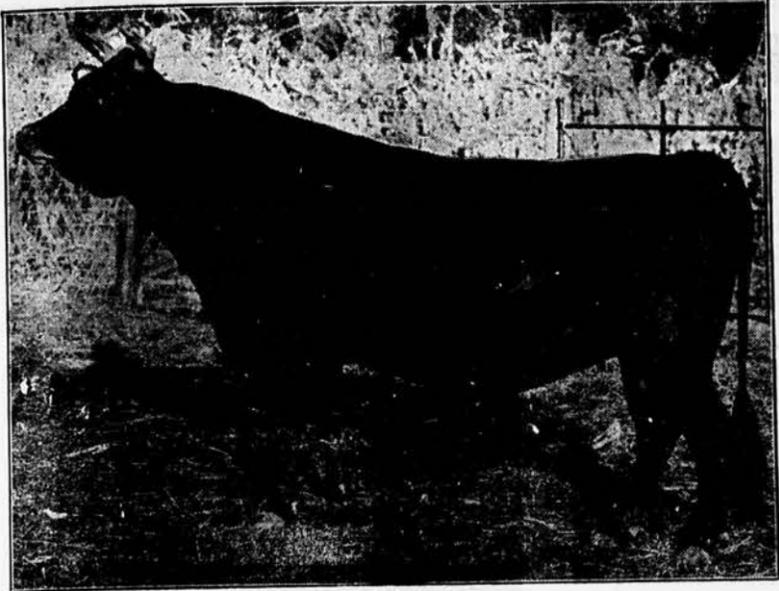
A Sample of the Sale Offering.

## LAVELLOCK'S HAMPSHIRE SALE At Ottawa Kansas, Thursday, Jan. 23rd 1913

I will sell at public auction fifty head of tried sows, fall and spring gilts. The offering will be rich in the blood of the five great brood sows that formed the foundation of this good herd: Charity 8674 by Erlanger 1039 and out of Belle of Smithville 2414; Lady Lavelock 2854 by Missouri King 777 and out of Jane Cable 1338; Missouri Belle 7th 5696 by Ben Hur 503, dam Missouri Belle 3d 747; Sally 2d 11862 by Munson 2335, dam Madame Aylor 1st 3658, and Mary 2534 by Uncle Nate 875, dam Fanny 2532. The offering will be bred for March and April litters to a quartet of splendid herd boars. They are Widow's Model 4781 by Duke of New Castle 3249, Duke of Hanley 11647 by Duke of St. Charles 4545, Joe Bowers 10995 by Dan 6473 and Kansas Model 11583 by Leader 4025. The sale will be held in the Forest Park sale pavilion at Ottawa, Kan. Please write for catalog as above. No mailing list. I want all farmers and breeders to attend my sale. If you find you can not come, send bids to O. W. Devine, representing Kansas Farmer, who will buy for you. Please remember that sale is at Ottawa, Kan. For catalog write

**T. W. LAVELLOCK**

**Princeton, . . . . . Kansas**



**FINANCIAL COUNTESS LAD  
86252**

Financial Countess Lad, No. 86252, sold at public auction for \$5,000. Now heads the herd of Mr. J. E. Jones, Nowata, Okla., where he is siring some of the best young things in the country. Winner of first in four-year-old class and grand champion at Waterloo, Iowa, 1912. His dam, Financial Countess 155100, made in twelve months from 13,248 pounds of milk, 935 pounds of butter, authenticated. Babcock test applied.

Financial Countess Lad is a grand champion and his dam was a national butter champion. Mr. Jones can furnish a few high-class young bulls sired by Financial Countess Lad and out of some of his best and highest testing cows. Please write for tabulated pedigree and prices to

**J. E. JONES**

Nowata

Oklahoma

**ROY JOHNSTON'S  
Bred Sow Sale**

AT SOUTH MOUND, KANSAS

**January 20, 1913**

**75** Head Bred Sows, Yearlings and Gilts. Only fourteen are under one year old and only three that are over two years old. This is the best lot I have ever offered at any sale. Fifty head of this offering are an extra good lot of summer and fall yearlings, all the large type breeding and very uniform. They are the kind I have tried to breed for ten years, and I believe they are a useful lot for any farmer or breeder. **75**



This offering is sired by Blain's Wonder, Orphan Chief, John Long, Dan Hadley, Standard Wonder, Wonder Boy, and Chief Look, and bred to seven of the best big-type boars I have been able to get together. My catalog is ready to mail out. Send for one today. I want you to read it. Anyone buying on mail order, I guarantee satisfaction. If you can not attend my sale, send a bid to O. W. Devine, representing this paper. Your bid will be handled honestly and to the interest of the purchaser, and satisfaction guaranteed or money refunded. Sale starts at 11:30 a. m. Come to Parsons, Kansas, evening before sale, and stop at Mathewson Hotel. For catalog, write today.

**ROY JOHNSTON**

South Mound

Kansas

COL. F. J. ZAUN, Auctioneer.

**QUIVERA DUROCS  
AT AUCTION**

FIRST ANNUAL BRED SOW SALE, AT

**Herrington, Kansas**

**WEDNESDAY, JANUARY 8, 1913**

FORTY SELECTED WITH CARE AND RICHLY BRED AND INTELLIGENTLY FED.

**16 TRIED SOWS                      6 SUMMER BOARS**  
**14 SPRING GILTS                  4 SUMMER GILTS**

The sows and spring gilts are bred for spring farrow to our herd boars, Quivera by Tatarax and M. & M.'s Col. The gilts are about all daughters of Quivera and the tried sows include daughters of the noted King of Kantbebeat. Others by College Lad by Tatarax, Golden Ruler by Pearl's Golden Rule, Carl's Critic, etc. We will have the offering in nice breeding form without the surplus fat, and invite all friends of the breed to meet with us that day. Sale under cover. Send for catalog, and if unable to attend, send bids to fieldman for this paper.

**MUNSELL & ISENBERG**

**Herrington,**

**Kansas**

COL. L. R. BRADY, COL. W. A. FISHER, Auctioneers.  
JESSE R. JOHNSON, Fieldman.

**LAMER'S PERCHERON  
STALLIONS and MARES**

**75 Head** of Imported and Home-Grown Percheron Stallions and Mares, at "Let Live" Prices

**Two-Year-Olds That Weigh a Ton**

**C. W. LAMER & CO.**

**Salina, Kansas**

**---SHORTHORN SALE---**

**JANUARY 15, 1913**

I will sell 35 registered Shorthorn cows, ten with calves at foot and all bred to drop calves in the spring. All are bred to my herd bull, Ingle Prince, sired by Prince of Collynia, and his dam was Ingle Maid, the dam of Ingle Lad. I am selling some of my best cows to reduce my herd. They are regular breeders and producers. Several are extra heavy milkers. Please send for catalog and come to sale at farm near Princeton, Kan.

**P. I. McECHRON, Princeton, Kansas**

IMPORTED PERCHERON STALLIONS, JACKS AND JENNETS.

FOR SALE—5 imported black Percheron stallions, 4 to 6 years old; all tried and regular breeders; can show colts; weigh 1,800 to 2,200 pounds. One Morgan stallion, 7 years old. 10 large black jacks, 2 to 7 years old, all broke; good performers; can show colts and mares in foal. 10 head big black jennets, all bred to our imported jack. Prices reasonable. Write or come to farm 4 miles from Raymond or Chase. Our horses and jacks were shown at the Kansas State Fair at Hutchinson, September, 1912, in six different classes, and won in every class. Come and see us. J. P. and M. H. MALONE, CHASE, KAN.

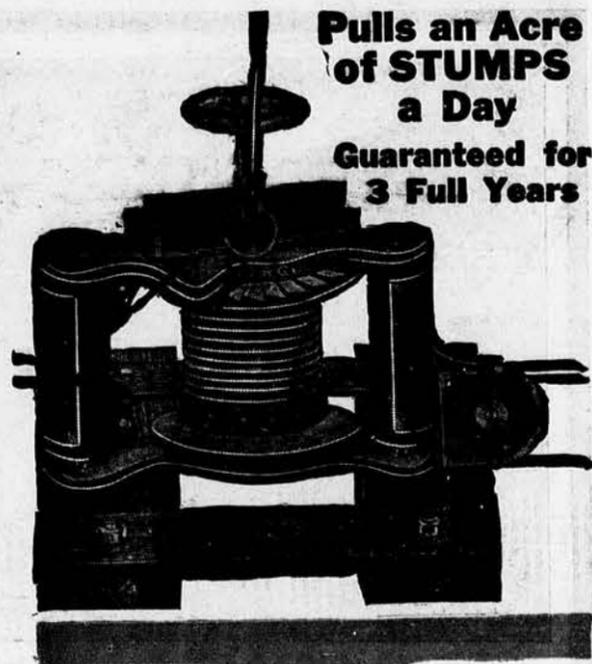


**GARNOT PERCHERONS**

Garnot colts won over everything at the great Iowa State Fair, in both male and female classes, and in heavy competition. Garnot is now proved to be one of the greatest breeding stallions of the breed, and his colts are sought everywhere. A number are still for sale, out of the best mares. Prices right. Address: W. S. CORSA, White Hall, Illinois.

When writing our advertisers say you saw the advertisement in KANSAS FARMER. That insures to you the full benefit of the publishers' guarantee. See top of editorial page.

# Let Me Tell You How Thousands Of Other Farmers Have Pulled Up Every Stump In Their Fields—and How You Can Do It EASY!



**Pulls an Acre  
of STUMPS  
a Day  
Guaranteed for  
3 Full Years**



**B. A. FULLER**  
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who wants to send you a  
Hercules for 30 days'  
free trial.

Thousands of farmers have sent for my catalog. They have read the facts and proof of the efficiency and superiority of the Hercules All-Steel Triple Power Stump Puller. They ordered, at my low special price, on 30 days' free trial, backed by my 3-year guarantee. Now they are pulling stumps at the rate of an acre or more a day—often devoting not more than

### Five Minutes to the Biggest Stump

Let me send you my book to prove it to you. If you have stumpy land or stumps in your fields you're losing big money that rightfully belongs to you. I'll show you how you can turn 40 acres of stumpy land into \$1281.00 profit the very first year and \$750.00 every year after—by doubling the land value and by raising money-crops! The actual photographs and actual letters from hundreds of Hercules owners, as shown in my book, will convince you of the necessity of pulling out the stumps and of the ease with which it is done with the Hercules.

### Send in Your Name for My Book and Special Price Proposition

You know how big a nuisance stumps are. You realize how much profit they prevent you from making every year. You know how hard it is to blast them out or grub them. I want to prove to you the superiority of the Hercules over any other known method of getting rid of stumps. And I want to make you a proposition that will be worth while for you to take up. I want you to write me—on the coupon or on a postal. I will tell you how the Hercules has won its way to the top on quality and the service it has rendered. I want to show you letters from far and near—from men who own small farms and big timber-tracts. I want to show you in dollars and cents how much a Hercules means to you and I want to quote you my special price—a price I can only make to the first one or two buyers in each locality.



# HERCULES All-Steel Triple Power Stump Puller

Let me tell you a few facts here, about  
the construction of the Hercules

### All-Steel Triple Power

The Hercules is the only all-steel Stump Puller made. It is the only puller that has the single, double and triple power features, giving you three machines in one. There isn't a stump, green tree or hedge grown that the Hercules won't pull out without straining or breaking any castings. It's the only low-down constructed puller that has self-anchoring and stump-anchoring features—the only one with double safety ratchets, that insure the absolute safety of men and team. Let me send you a Hercules on

### 30 Days' Free Trial

If, at the end of that time, the Hercules isn't everything I have said it is, I want you to send it right back to me, and I'll see that you get every cent of your money back promptly. Thousands and thousands of farmers have ordered on this

plan, and so far less than one out of a thousand have been returned. Besides my thirty-day free trial offer, I absolutely give you the following

### 3-Year Guarantee

If any casting of your Hercules All-Steel Triple Power Stump Puller breaks, any time within three years, whether the fault is yours or the machine's, I will absolutely replace any such part free of cost to you. There are no conditions to this guarantee whatever. Any casting will be replaced promptly, whether the machine breaks by accident or through any flaw in workmanship or material. Let me say right here, however, every Hercules is tested to terrific strain before it even leaves the factory, so as to guard against any machines being returned, or any parts being returned due to breakage.

The strongest guarantee ever placed on any article for farm use. Made possible only because of the High Quality of Hercules.



### Mail Me the Coupon or a Postal

If you write me at once on the coupon below or on a postal, I will reserve one of these machines for you at the special price I am now making, until I hear from you whether or not you are going to buy. Understand, your request for my book is not an order. I simply want to get the book to you at once, so that you can read the remarkable facts about the Hercules All-Steel Triple Power Stump Puller and how it does such splendid work making big profits for owners everywhere. Mail me the coupon or the postal right now before you forget, or take down the name and address and write it as soon as you get a postal card. Address me personally.

B. A. FULLER, President

### HERCULES MANUFACTURING CO.

1803 Twenty-first St., Center-  
ville, Iowa

## RUSH COUPON for Book and New Low PRICE

MR. B. A. FULLER, President Hercules Manufacturing Co.  
1803 21st Street, Centerville, Iowa

Dear Sir:

Please send me free book about the Hercules Triple Power All-Steel Stump Puller. Also your low price to first purchasers.

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State \_\_\_\_\_

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### GRAND PRIZE YELLOW STRAND WIRE ROPE USED ON HERCULES PULLERS!

### NOTICE!

It is this Yellow strand wire rope that won first prize at St. Louis Exposition—proving twice as good as next best cable. It is this Yellow strand wire rope that is being used by the U. S. Government at Panama

on the real important work of building the canal. And experts say this Yellow strand rope is one of the big helps that will enable Uncle Sam to complete the canal a whole year before expected.

Don't forget—it's the Yellow strand cable that is showing such wonderful strength—the Yellow strand rope that is beating all others on every test put to it, under all conditions all over the world. And it is the Yellow strand

wire rope that is used exclusively on the Hercules Stump Puller—not a green strand, blue strand, white strand or red strand—but a YELLOW strand—don't forget that—and don't let any unscrupulous person or company confuse you.