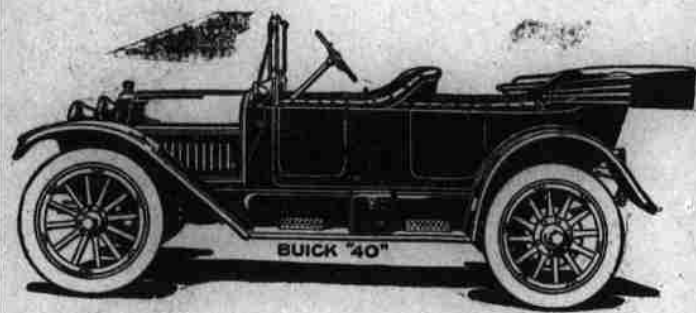


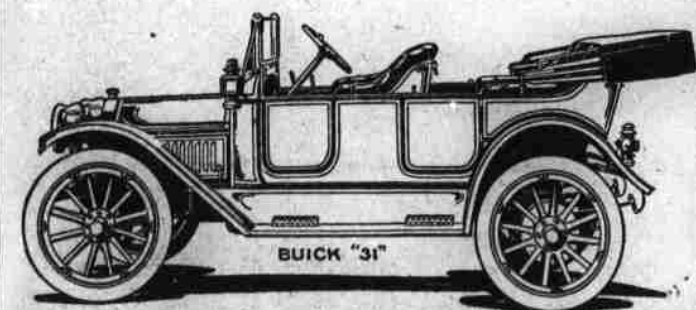
Buick



BUICK MODEL 40

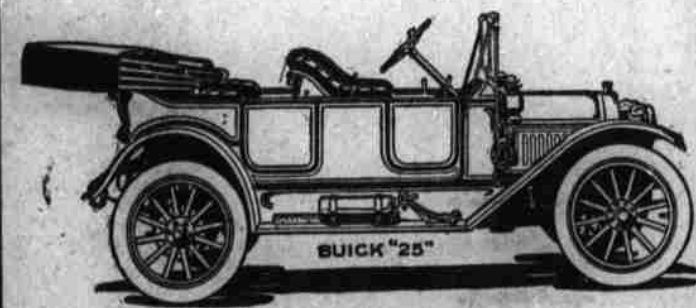
A luxurious car of great power, representing the results of years of engineering effort and the combined energies of the mammoth BUICK organization. A car finished in detail, elegant in appearance, practical in design and perfected in construction.

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MAKING THE LITTLE FARM PAY

By C. C. BOWSFIELD

THE man or woman who shows taste in preparing vegetables, fruit, butter and poultry for market is the one who gets fancy prices and big profits. It is partly reputation and partly the appearance of commodities that enable one to sell at high prices.

There is an illustration: It costs 10 cents to feed a broiler up to the age of two months, and 5 cents more represents the expense of care and marketing. This is where the business is on a large scale. If the producer receives 25 cents for the bird he is barely getting cost and wages, but at 35 to 40 cents there is a liberal profit. The extra 10 or 20 cents is the thing to work for, and it is gained by supplying goods in nice order. These broilers may be fattened on sweet milk, shorts, cornmeal and boiled potatoes. This or similar food will give a wholesome, sweet, juicy flesh, which epicures will be willing to pay well for.

To appeal to the best trade produce of all kinds must be clean and fresh. There should be taste and care in arranging packages. It is possible to have an individuality about these matters which will hold customers after they have been found. An attractive article of merchandise virtually sells itself. This is particularly true of nice country produce.

It must be borne in mind that, while prevailing prices on commodities bear heavily on the poor, there are thousands in every large city who are willing and able to pay double the regular retail rates if they can obtain really choice produce direct from the farm. The selling end of the farmer's business is of ever increasing importance. It is a feature of agricultural activity which urgently demands attention. There are thousands of skillful farmers who are poor salesmen and permit

legitimate profits to slip away from them. This, in some cases, represents the difference between failure and success. With the development in cities of a steady cash demand at high prices for all kinds of produce and a general improvement in transportation facilities, there is no good reason why the farmer should not realize greater returns on the commodities which he has to dispose of.

A New York businessman who was forced to a New Jersey suburb on account of broken health is making a good living by repacking vegetables and fruit which he buys from farmers and truckers, repacking them and selling direct to the consumer. He has a large list of regular customers among the residents of the numerous small towns of his vicinity, who buy all their fruit and vegetables from him because they can depend upon getting them fresh, clean and sound.

A recent visit to the great produce market of South Water street, Chicago, disclosed the fact that hundreds of shippers send their apple crop—much of it fine fruit of good color and free from rot—to the commission men dumped into barrels regardless of size or condition, mixed with dirt, leaves and twigs, all tending to lower the value of the fruit, a condition which the commission men are quick to take advantage of. The merchants greatly increase their own profits by repacking the apples.

Any farmer or gardener who is located within reasonable distance of a good market will make more money by selling to retail dealers or consumers than by shipping his stuff to the commission men in the large cities. By careful attention he can in a short time establish a reputation for his produce which will bring more customers than he can serve.

"THERE ALL THE HONOR LIES."

There is as much honor in being able to lay off a straight row, use the hoe dexterously and operate the mower or the binder correctly as to be a mechanic, a carpenter, a lawyer, a doctor or a merchant. It is not the kind of work one does, but the manner in which the work is done, that makes character.—Kansas Farmer.

NOT HOW MUCH, BUT HOW GOOD.

The man who on eighty acres gives soil to high purposes and large living will easily outrank in intellectual power and social influence the mere money seeker on a farm many times larger. It isn't the size of the farm, but the quality of the farmer's methods, which determines his place in the community.—Iowa Homestead.

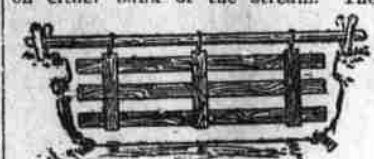
WORK OF SHEEP SHARPS.

They Fool You Sometimes by the Way the Animal is Trimmed. Preparing sheep for the show ring is the work of an expert. The skillful shepherd can hide the defects of his sheep so that they are not apparent to the eye, and only the experienced judge can discover them. Sheep cannot be judged without feeling of them. The judge must use his hands far more than his eyes. The novice is often deceived by the way the sheep is trimmed. Often the sheep appears to be fat when it is thin.

After the sheep have been trimmed they usually are blanketed. The blankets keep them clean and prevent them from rubbing their wool, which

TO GO OVER THE BROOK.

Gate That Lets Both High Water and Low Pass Easily Beneath It. A swinging water gate may be made in the following manner: Take a log about four inches in diameter. Drop it into the forks of two posts, one set on either bank of the stream. The



SWINGING WATER GATE. (From Iowa Homestead.)

posts should be set three or four feet into the ground, and the log should be long enough for the ends to extend a foot or so beyond the forks of the posts. Suspend to this pole a gate made thus: Saw six inch boards the desired length and nail three or four crosspieces to them, clinching the nails so the gate will be strong. Bore holes in the top ends of these upright pieces for inserting the suspension wires.

These wires should run over the pole and be just right to keep the gate from striking the bed of the stream. If this gate swings clear it will let the water pass underneath it when the stream is swollen by the freshet and drop back to its natural position when the stream runs down.—Iowa Homestead.

Farming With Brains.

When one hears of a great yield of corn or small grain it is a safe guess that a good alfalfa or clover sod existed on the field not many years before.

The planting of good seed is the foundation of success in farming, and many there be who fail to build upon that foundation. For all such the outlook is discouraging.

The compost heap is the farmer's saving bank. There, little by little, he saves wealth that otherwise would go to waste, but gathered together and properly used, will make the soil richer every year.

Diversified farming carries an idea of intensified farming—that is, getting the most profits from an acre of land. When crops are diversified the land is occupied longer and consequently yields more than when one crop is grown and the land lies fallow a large portion of the time.

Constantly you will hear men saying in public addresses and agricultural papers that it is impossible for the ordinary farmer to produce beef profitably, while just as constantly the farmers in the corn belt are throwing away the corn plant, which, if preserved in the silo, is the finest meat making food in the world.—Hoard's Dairyman.



Photograph by Oregon Agricultural College.

JUDGING SHEEP AT AGRICULTURAL COLLEGE.

would undo all the work of the shepherd. They also prevent the pulling of the wool by thoughtless persons. Persons who are ignorant of the effect upon the sheep and also on the temper of the shepherd delight to bury their fingers in the soft wool and then pull it. Wherever they poke their fingers into the wool a hole is left which is very hard to fill up. The wool is pulled out and gives the fleece a ragged appearance. The worst thing, however, is the large bruised spot which is made where the wool is pulled.—Kansas Industrialist.

Cowpeas and Hogs.

Cowpeas sown in corn and the entire crop pastured down by hogs gives one of the very best returns that can be secured from the land.

PRESIDENTS AND STATES.

Virginia, Ohio and New York About Equal in Honors.

In only one respect can Virginia still be properly called the Mother of Presidents—only as to the number of years Virginians occupied the executive office, not as to the number of residents of Virginia elected to the presidency or succeeding to the presidency.

Since the beginning of the government presidents have been taken from only ten states—Virginia, Massachusetts, Tennessee, New York, Ohio, Louisiana, New Hampshire, Pennsylvania, Illinois and Indiana.

There have been five from Virginia—Washington, Jefferson, Madison, Monroe and Tyler.

There have been five from New York—Van Buren, Fillmore, Arthur, Cleveland and Roosevelt.

There have been five from Ohio—William Henry Harrison, Hayes, Garfield, McKinley and Taft.

There have been three from Tennessee—Jackson, Polk and Johnson; two from Massachusetts—John Adams and John Quincy Adams; two from Illinois—Lincoln and Grant; one from New Hampshire—Pierce; one from Louisiana—Taylor; one from Pennsylvania—Buchanan; one from Indiana—Benjamin Harrison.

New York is the mother of vice presidents, having had ten out of the twenty-seven—Aaron Burr, George Clinton, Daniel D. Tompkins, Martin Van Buren, Millard Fillmore, William A. Wheeler, Chester A. Arthur, Levi P. Morton, Theodore Roosevelt and James S. Sherman.

Of these ten four succeeded to the presidency by reason of death of incumbent. The four were Van Buren, Fillmore, Arthur and Roosevelt. It was a remarkable fact that at the end of President Roosevelt's term, March 4, 1909, New York had had the presidency about nineteen years out of the twenty-eight since the inauguration of President Garfield in 1881—the period covered by the White House service of Arthur, Cleveland and Roosevelt.

Still more remarkable is the fact that at the end of President Taft's present term, March 4, 1913, New York and Ohio will have had the presidency thirty-two out of the thirty-six years since the inauguration of Hayes.

Probably most remarkable of all is the fact that Virginia, New York and Ohio have held the presidency seventy-three years of the 124 since the beginning of the government!—Buffalo Courier.

THE DECLINE OF FRANCE.

Poor Agricultural Results a New Source of Worry.

The steady decline of population has long been a subject of serious concern to French statesmen. But another and more alarming discovery has been made. The French peasant is losing his reputation as a wealth producer. The vast accumulation of reserve capital in France and the general prosperity of the country are due in no small degree to the existence of an industrious and thrifty peasantry.

The peasant is the backbone of the republic, and yet all is not well with agriculture in France. The subject has been thoroughly ventilated in the Paris press. It will surprise most people to know that the net returns to the French farmer are lower than those of most countries in Europe. Denmark, only a fourth the size, exports four times more agricultural produce than France. Germany and Belgium, although mainly industrial countries, have a relatively greater agricultural export than France, which is primarily an agricultural nation.

The return per acre to land under crops in France is lower than in Denmark, Belgium, England or Germany in the order of production. France shows increasing imports of eggs and butter, although twelve years ago France exported more eggs than Denmark.—Argonaut.

Van Biene's Romantic Vow.

The age of romantic vows and their fulfillment is not altogether past. On every Nov. 18 for two score years or more Mr. Van Biene, the famous actor-musician, who has appeared in a popular piece entitled "The Broken Melody" some 5,000 times, has played his cello in the streets of London and given his earnings to charity, because on that day long ago Sir Michael Costa "discovered" him and rescued him from the poverty and privation of a street musician's life. Mr. Van Biene in his gratitude vowed to go back to the old life and play for others on every anniversary of his rescue and has faithfully adhered to his oath.—New York Sun.

Human Geography.

The chair of human geography, with Jean Brunhes as permanent lecturer, has been established in the College of France. Its purpose is the study of the earth's surface as related to man, and it will deal especially with the unproductive occupation of the soil, as by the houses and streets of towns, with the adaptation of plants and animals to human use and with economic destruction, as by fisheries and mines, which take away wealth that cannot be restored.

Swimmer's Remarkable Feat.

The Paris swimming master, Poulignen, accomplished a remarkable feat recently by remaining six minutes and twenty seconds under water. His previous best performance was four minutes and thirty seconds. M. Poulignen seemed quite fresh after his exploit and in proof of it jumped into the water again and swam about thirty yards at full speed.—London Tit-Bits.

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Today and Tonight

"The Wives of Jamestown"

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Music by Princess Orchestra Adults 10c, Children 5c

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STREET CAR SCHEDULE IN EFFECT JUNE 30, 1912.

ZILICOA AND RETURN	8:00, 8:15, 8:30 a. m.
RIVERSIDE PARK	8:30 and every 15 min. until 11 p. m.
DEPOT VIA SOUTHSIDE AVENUE	8:45 and 9:00 a. m. and every 15 min. until 1:15 p. m.; then every 7 1/2 min. until 3:45 p. m. Then every 15 min. until 11:00.
DEPOT VIA FRENCH BROAD AVE.	8:00 and every 15 minutes until 11:00 p. m.
MANOR	8:00 a. m. and every 15 minutes till 11:00 p. m.
CHARLOTTE STREET TERMINUS	7:00 a. m. then every 15 minutes till 11:00 p. m.
PATTON AVENUE	8:00 a. m. and every 15 minutes till 11:00 p. m.
EAST STREET	8:00 a. m. and every 15 minutes till 11:00 p. m.
GRACE VIA MERRIMON AVENUE	8:00 a. m. and every 30 minutes till 10:30 p. m. Then every 15 minutes till 11:00 p. m.
BILTMORE	8:15 a. m. and then every 15 minutes till 10:30 p. m. Then every 20 min. till 11:00, last car.
DEPOT & W ASHEVILLE VIA SOUTHSIDE AVE.	8:45 and 9:00 a. m. and every 20 min. till 11:00 p. m., last car.

Sunday schedule differs in the following particulars: Car leaves square for Manor at 8:00 a. m., return 8:15. Cars leave Square for Depot via Southside Ave. 8:15, 8:30, 8:45, 9:00, 9:15, 9:30, 9:45, 10:00, 10:15, 10:30, 10:45, 11:00, 11:15, 11:30, 11:45, 12:00, 12:15, 12:30, 12:45, 1:00, 1:15, 1:30, 1:45, 2:00, 2:15, 2:30, 2:45, 3:00, 3:15, 3:30, 3:45, 4:00, 4:15, 4:30, 4:45, 5:00, 5:15, 5:30, 5:45, 6:00, 6:15, 6:30, 6:45, 7:00, 7:15, 7:30, 7:45, 8:00, 8:15, 8:30, 8:45, 9:00, 9:15, 9:30, 9:45, 10:00, 10:15, 10:30, 10:45, 11:00, 11:15, 11:30, 11:45, 12:00, 12:15, 12:30, 12:45, 1:00, 1:15, 1:30, 1:45, 2:00, 2:15, 2:30, 2:45, 3:00, 3:15, 3:30, 3:45, 4:00, 4:15, 4:30, 4:45, 5:00, 5:15, 5:30, 5:45, 6:00, 6:15, 6:30, 6:45, 7:00, 7:15, 7:30, 7:45, 8:00, 8:15, 8:30, 8:45, 9:00, 9:15, 9:30, 9:45, 10:00, 10:15, 10:30, 10:45, 11:00, 11:15, 11:30, 11:45, 12:00, 12:15, 12:30, 12:45, 1:00, 1:15, 1:30, 1:45, 2:00, 2:15, 2:30, 2:45, 3:00, 3:15, 3:30, 3:45, 4:00, 4:15, 4:30, 4:45, 5:00, 5:15, 5:30, 5:45, 6:00, 6:15, 6:30, 6:45, 7:00, 7:15, 7:30, 7:45, 8:00, 8:15, 8:30, 8:45, 9:00, 9:15, 9:30, 9:45, 10:00, 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