

Historic, Archive Document

Do not assume content reflects current scientific knowledge, policies, or practices.

2.27

FIELD'S SEED SENSE

Printed and Published in the Private Printshop of the Henry Field Seed Company, Shenandoah, Iowa

Vol. 6

Shenandoah, Iowa, November, 1920

No. 9

Market Gardening a Business

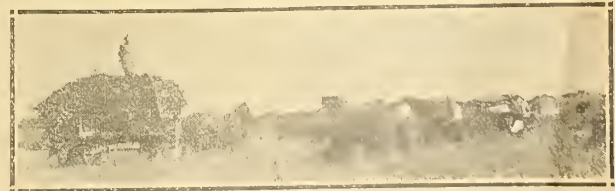
Maybe it's because I was a gardener myself so long, but I always did think that market gardening was a pretty good business to follow. I don't suppose a person would ever get rich at it, but there is a good living at it anyway and that is about all any of us get at anything. I am supposed to be making more money now at the seed business than I used to at gardening, but I ain't getting only my board and clothes out of it, and I always did have that, and I work just as hard as I ever did.

I doubt if it pays to go into it on a big scale, and hire a lot of help and run two or three wagons, and have to hire men to do the selling, or ship to commission houses a long ways off. The best money one time with another is in the home market. Any town from 1,000 up is a good market. It may not seem like a very big opening, but it is a good sure average. You may not get the high prices you sometimes do in a big city, but you don't have the risk of losing all of it as you do sometimes on a city market.

Don't try to cover too much ground. A few acres well tended is better than a lot of land half tended. Start with a few acres, keep it well enriched, and well tended. Provide for irrigation on at least a part of it if you can. Grow good stuff and get it up in a nice shape. Do your own selling. Sell direct to the consumer and cut out the middlemen. Deal liberally and honestly with your customers. Charge a fair price and give good measure. I remember an old Irish friend of mine who used to say, "Henry, 'tis no sin to charge high if you give good weight and good measure." I always remembered it. You don't have to have a whole lot of land to start with. Some of the most successful gardens I have ever known were little more than back yards. Go up to the grocery store and make a list of the prices they are asking for stale second quality vegetables and then go home and put in an evening figuring out what can be grown on an acre or even a quarter of an acre of each. Fair yields per acre such as anyone may expect with good land and good care and ordinary weather would be about as follows:



Don't You Wish You Had Flowers Like Mine?



Harvesting New Giant Annual White Sweet Clover on Trial Grounds. We still have seed of the New Giant Annual White Sweet Clover for sale at \$5.00 per lb., or 50c per oz., postpaid. (Prof. Hughes stock.)

Potatoes 200 bu., Sweet Potatoes 300 bu., Onions 200 to 500 bu., Beets, Carrots, Parsnips and Turnips 300 to 600 bu., Cabbage 12000 pounds, Tomatoes 30,000 pounds, Sweetcorn 1000 dozen ears, Peas and String Beans in the pod 100 to 150 bu., Muskmelons 15,000 and so on. I have beaten those figures lots of times. Early radishes and bunch onions you can easily sell \$5.00 to \$8.00 worth from each square rod. I averaged \$9.60 a square rod on radishes one spring.

Of course it's not all fun. There's lots of long hours and backache and hard work, and hot work, and getting wet in the rain, and all that, but it won't kill you, in fact you even get fat on it. And you are independent. You always have something growing, and you have some money coming in the year around, and you always have some change in your pocket.

It is not limited to any one locality. You can start anywhere. Probably your own town is as good as any. Try it and see. Garden stuff will always sell. If it's hard times people eat more garden stuff and less meat. Grow a little of everything at first till you find out what pays and what don't, and then grow a more limited line, but don't confine yourself entirely to one crop, for if something happens to that you're done for then.

Buy Onion Sets Now

It is a good plan to get your onion sets in the fall and have them when you are ready to plant. We can sell for fall shipment at \$1.10 per peck, \$4.00 per bushel.

Another Good Hog Sale

Our hog sale of November 5th went off in fine shape, as our hog sales always do. We didn't get any great prices, but we sold lots of hogs, sold them fast and everybody was pleased with what they got. Everybody got their money's worth.

That is the kind of a sale I like to see. Everything lively and good natured, hogs selling fast and all selling.

You know in the ordinary hog sale they sell about 40 or 50 head if they are lucky. They will catalog about 40 or 50 head and then at the last end of the sale they will drive back about ten or twelve of them and not sell them at all. It starts late and drags along until pretty near dark. The crowd is uneasy and the hogs are squealing, and it is more or less of a dismal affair.

You don't find it that way at our sales. If you have ever attended one you know what they are like. If you have never been here at one of our sales, you want to be sure and come next time, and you will see a hog sale that will open your eyes.

We always put in about 100 head, or double the usual amount. This time we sold 117 head. There was 120 head there to sell, but at the final inspection we found slight blemishes on three of them, so took them out of the sale, but the other 117 all went through the sale and sold fast. We commenced promptly at 1:00 o'clock and were through by 3:30. The bidding was lively and good natured all the time, and we didn't wait and drag and cry for bids. When they got up to about what they were worth, we sold them and brought out another.

The average of the sale was \$73.23, with practically nothing below \$50.00, and only three or four above \$100.

This was all young stuff, which, of course, never does bring as high prices as bred sows bring. Considering the way the most of the other hogs have been going, we consider it just about a fair price and everybody was satisfied.

I have just been counting up and I find that our five hog sales, which we have held this year, made a total of about \$90,000. Then, in addition, we have sold about \$50,000 worth at private sale, mostly by mail. This makes a total for the year of about \$140,000, and the balance of November and December will probably add about \$10,000 more in private sales, making a total for the year of \$150,000. Do you know of any other herd of registered hogs that has sold that many in a year? If you do, write and tell me.

Our next sales will be bred sow sales, February 18th and March 17th, the same dates we held them last year. Come and see them if you are interested.

Meanwhile, we are selling all the time at private sale. We still have a lot of young stuff, both male and female, all sizes and ages. Prices ranging from \$100 down to \$30.00. Also, we will soon be ready to furnish bred sows at prices ranging from \$100 to \$200 each.



From a Nebraska Breeder

"Here is a picture of Prince Thor taken when he was 1 year old. He is of the trio I bought of you a year ago. They are sure a fine bunch now. Wish you could see them. Good luck to you and the Spotted Poland Chinas. Yours truly,"

—Rena Theer, Shickley, Nebr.

An Aristocratic Pig

We have just added a distinguished member to our Spotted Poland China herd. He is a member of the celebrated Arch Back King family, being a son of Arch Back King 11419, the wonderful Grand Champion owned by Taylor & Taylor. Farther back in his pedigree he is descended from Booster 66, Paul 20, Ancient Hero and Spotted Harkrader. He has brothers at the head of several of the most noted herds in the United States. One, a litter brother, Arch Back Prince, is Fred Obenchain's "million dollar pig." Another brother heads the herd of Secretary Meredith.

As Van Sulliff says, "He has more rich relations than any pig in the country."

More English

The most sought-after strain in the Spotted Poland China breed today is probably the English. It is all descended from a pair of Spotted hogs imported from England by Bert Arbuckle of Indiana, about seven or eight years ago. The original pair are now dead, but their descendents are pretty well scattered through the breed, but of course there is not any great big amount of it yet, and everybody wants it. I have never been quite as enthusiastic about the English blood as some of the other breeders, but there is no question but what it is wanted by nine-tenths of the breeders and it is always our policy to give people what they want, if we can. So, we are adding to our herd two first class, half English males.

We have always had some English in our herd: In fact, over half our herd carries more or less English, as you will note by our November 5th sale catalog. The demand is more insistent all the time for English blood, and especially for quarter English pigs. These two half English lads at the head of our herd will give us a chance to supply you with plenty of quarter English stuff next year, so if you want English breeding, we can give you plenty of it.

Hen Jewelry

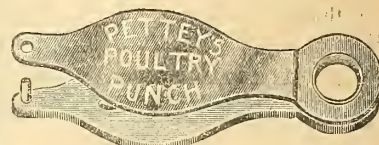
Aluminum Adjustable Legbands



PRICES:—12 for 20c
25 for 30c, 50 for 45c,
100 for 75c, all postpaid

These are the latest style, pure aluminum, adjustable to any size poultry, numbered 1 to 12, 1 to 25, and 1 to 100. We carry a good supply in stock all the time and send them postpaid at prices named above.

Petty's Poultry Punch



For marking little chickens in the web of the foot. Price 35c each postpaid.

Our Poultry Department

We have a big business in pure bred poultry and can fix you out in fine shape with cockerels of all the leading breeds. Also a few pullets, especially white and brown Leghorns. Send us your inquiry for what you want. We are printing a poultry catalog but have not got it ready to send out yet. We will be glad to send it to you as soon as it is done. Meanwhile, we will be glad to quote you by letter on anything you may want.

Sweet Clover for Hogs

An acre of a good stand of sweet clover will afford abundant grazing for twenty hogs, and, with favorable conditions, the hogs may be turned on the pasture ten weeks after the seed is sown.

On sweet clover pasture alone hogs will maintain reasonable growth, but they will not fatten much, as in the case of alfalfa. The clover pasture is rich in protein—a bone and muscle maker. Hogs fatten exceptionally well on sweet clover pasture when they are given from one-fourth to one-half full grain ration. It is advisable at all times, however, to give the grazing hogs a light feeding of corn, whether they are on sweet clover, alfalfa or other pasture. Ring the hogs; otherwise they will nose out the plants, as swine keenly relish the large, juicy roots of sweet clover. It is not necessary, of course, to ring the shoats until they go to rooting.

A bushel of sweet clover seed will sow three to four acres. There are sixty pounds to the bushel and fifteen to twenty pounds are used to the acre.

J. C. M. in Country Gentleman.

Wholesale Net Prices Good to Nov. 30, 1920

(Subject to stock being unsold)
On Clover, Alfalfa and Other Grass and Field Seeds Which Fluctuate in Price

Address all orders to **HENRY FIELD SEED CO.**, Shenandoah, Iowa

We Want Early Orders—So we have made these prices very low considering present conditions and market. We have based them on what the stuff cost us and not on what it would cost to replace it. We have the seed in the house, bought right, and up to Nov. 30, if it lasts that long, we will sell at these prices.

and we have to buy more at higher prices, you will have to pay more, providing you can get the seed at all. Better buy now while the buying is good.

Write for special quotations after Nov. 30, or send your order and I will fill at lowest possible price.



"From Iowa and Proud of It"

When it is gone

you can get the seed at all.

Time Limit. Note that these prices are good only till Nov. 30, 1920, and if you do not buy in that time you should write for our new prices. We reserve the right to cancel these prices when stock on hand is sold.

These prices are f. o. b. Shenandoah, customer to pay the freight. If you want delivered prices we will make a special estimate for you on request.

No extra charge for sacks, except for wheat and rye. All other seeds are sold "sacks weighed in." Remember this when comparing prices.

Safe Arrival Guaranteed. We guarantee that all seeds will reach you in good order.

Sold on Approval. These seeds are priced and sold with the understanding that if not found perfectly satisfactory they may be returned at our expense

and your money will be refunded. You can be the judge of quality.

Reference. First National Bank of Shenandoah, Ia.
Free Samples. We will gladly send free samples of any kind of seed quoted here.

Subject to Sale. All prices are subject to stock being unsold on receipt of order.

YOUR MONEY'S WORTH OR YOUR MONEY BACK

It is mutually agreed and understood that any seeds or other goods ordered of us may be returned at any time within ten days after receipt if not satisfactory and money paid for them will be refunded, but we do not, and cannot, in any way, warrant the crop, as it is dependent on so many conditions beyond our control. **HENRY FIELD SEED CO.**

(Every item is extra fancy grade unless specified otherwise)

	Per 100 lbs.	Equals per bu.
Clover Seed (60 lbs. per bu.)		
Medium or Common Red	\$26.66	\$16.00
Mammoth Red	30.00	18.00
Alsike	33.33	20.00
White Dutch	63.00	37.80

Sweet Clover (all hulled and scarified)		
White Biennial	30.00	18.00
Yellow Biennial	25.00	15.00
New Giant Annual White		
¼ lb., \$1.50; ½ lb., \$5.00; Bu., \$300.00.		

Alfalfa (All dry land northern grown, hardy)		
Poor but Honest	20.00	12.00
Mixed Hardy	25.00	15.00
Choice Common	35.00	21.00
Kansas-Nebraska, first grade	38.00	22.80
Montana Grown, Common	40.00	24.00
Dakota Grown, Common	40.00	24.00
Dakota No. 12, hardy	50.00	30.00
Grimm	70.00	42.00

Timothy and Timothy Mixtures (45 lbs. per bu.)		
Timothy, best home grown	9.00	4.00
Timothy-Alsike Mixture	12.00	5.40
Timothy-Red Clover Mixture	15.00	6.75

Blue Grass (all 14 lbs. per bu.)		
Kentucky Blue Grass	34.00	4.76
Canadian Blue Grass	28.00	3.92
English Blue Grass	35.00	

Other Grasses		
Italian Rye Grass	20.00	
English Rye Grass	20.00	
Bromus Inermis	30.00	4.20
Red Top, fancy solid seed	25.00	3.50
Red Top, unhulled or rough seed	12.00	1.68
Orchard Grass	28.00	
Bermuda Grass	65.00	
Lawn Grass Mixture	30.00	
Permanent Pasture Mixture	17.00	
Permanent Meadow Mixture	17.00	
Lowland Pasture Mixture	17.00	
Woodland Pasture Mixture	17.00	

POPCORN FOR POPPING	7.00	
DWARF ESSEX RAPE	12.00	
SUNFLOWER SEED	20.00	4.80
SUDAN	12.00	

Broadcast Seeders

Cyclone, each -----\$3.00

We Sell Inoculating Bacteria

We can furnish inoculating bacteria for any of the legumes and carry it always on hand here in two leading brands, the Standard and the Nitragin. It is specially made up for each of the leading crops, such as Alfalfa, Sweet Clover, Alsike, Red Clover, Soy Beans, Garden and Navy Beans, Cow Peas, Garden Peas, etc. Specify what seed you want it for. 1 acre size plenty for 20 lbs. alfalfa, sweet clover, etc. or for 90 lbs. Beans and Peas.

Full directions with each package

Standard (bottles)		Garden size	
1 acre size	.45	½ acre size	.30
2 acre size	.75	1 acre size	.50
4 acre size	1.40	2 acre size	1.00
6 acre size	2.25	5 acre size	1.80
	3.00	10 acre size	4.00
			7.50

(Add 5c per bottle or can for postage)

Prices for November

On Registered Spotted Poland China Pigs From the Biggest Herd in the United States

We Ship on Approval by Express Anywhere (These Prices for the Regular Grade)

Weanling pigs, 3 mos. old, either sex	\$ 40.00
Bred Sows	\$150.00 to 250.00
Open Sows	100.00 to 200.00
Early Spring Boars	75.00
Fall Boars, big, husky fellows	100.00

(Special Individuals at Higher Prices)

These prices are for good straight stuff, first class in every way, and guaranteed satisfactory or no trade, but we of course have some specially fancy ones for which we get higher prices.

Everything is thoroughbred, registered, vaccinated, and sold subject to your approval on arrival. All are guaranteed to be breeders. We furnish papers promptly, and see to the recording.

ORDER SHEET

Date _____

To HENRY FIELD SEED CO., Shenandoah, Iowa

Name _____

Postoffice _____ State _____

County _____ Rt. No. _____ Box _____ Street and No. _____

R. R. Station _____ County _____ State _____

(Name of town if different from postoffice.)

What Railroad? _____ What Express Co? _____

(Into Your Town?) (Into Your Town?)

Mark in Square Which Way You Want Order Sent

Mail or Parcel Post Express Freight Whatever Way Best

In case Price is Wrong or Price Has Changed:—

Shall we fill exact amount ordered and adjust price later? _____ Or shall we fill exactly the amount of money sent? _____ If out of variety ordered do we have your permission to substitute equal or better in the nearest we can supply? _____

Please Answer Above Information Each Time You Write

Your Money's Worth or Your Money Back—It is mutually agreed and understood that any seeds or other goods ordered of us may be returned at any time within ten days after receipt, if not satisfactory, and money paid for them will be refunded, but we do not and can not in any way warrant the stand or the crop as they depend on so many conditions beyond our control. Henry Field Seed Co.

\$ cts.

Total Am't of Order Paid in P. O. Money Order _____
 Express Money Order _____
 Check We like checks _____
 Draft _____
 Currency _____
 Silver _____
 Paid in Stamps _____
 Total Am't Paid _____

Please Don't Write in This Space

Amount

Articles Wanted

\$ Cts.

FROM _____

TOWN _____

STATE _____



"From Iowa and proud of it!"

Henry Field Seed Co.

Iowa's Leading
Seed House

Shenandoah, Iowa



Another Henry Field

This is Henry Field of Thrifty, Texas. No kin of mine, so far as I know, but has that same long, lean build. Of course he raises spotted hogs too, and has one of them with him in this picture that he bought of us. Pretty good pig, too.

Sow Alfalfa With Clover

I was talking with a man the other day who is a mighty good farmer and he gave me a new idea about Alfalfa. He says that when he sows Clover seed he a'ways puts a little Alfalfa with it, anywhere from one to five pounds to the bushel. He says that these scattering plants of Alfalfa will get the ground inoculated and get Alfalfa established on the farm so that when he gets ready to put the field into Alfalfa any of his ground is in good shape for it and full of bacteria. He said he believed I would be doing a good thing if I mixed a little Alfalfa with all the Clover seed I sold.

Now, of course, I wouldn't dare to do that, but I believe he is right in his idea. I believe it would be a mighty good thing to mix a little Alfalfa with each bushel of Clover that you sow.

One Dissatisfied Reader

We had a peculiar case the other day. A young lady who absolutely and decidedly announced that she wouldn't read another word in *Seed Sense* nor have it in the house.

Come to find out it seems that she had been planning on a home and garden of her own next spring and had wisely been getting ready by reading *Seed Sense*. The young man had made her a present of it. For some reason the deal fell through. I suppose the presents were returned and she was so mad clear through that she wouldn't even let *Seed Sense* keep on coming to her. She must have been awful mad.

I really don't see where we were to blame, though, for I never said a thing that would start trouble.

But, of course, I didn't argue the matter with her for I found out a long time ago there was no use trying to argue with a woman when she was mad, besides she may have other arrangements made about a garden before spring and that copy of *Seed Sense* may come in handy yet.



This shows Mr. F. L. Jaeke, Pawnee City, Nebr., and some of his Kentucky Wonder Wax pole beans. They sure are fine ones too. Although Mr. Jaeke is 86 years old, he is an active and enthusiastic gardener. He is just the age of my father and looks lots like him.

Buy Your Clover Seed Now, at \$16.00 Per Bushel

I believe that it is the right time now to buy clover seed. It is cheap and good quality. I think it has hit bottom now, and will go higher as the season advances and the farmers begin to buy. We have been accumulating some mighty fine seed, and we are going to sell it while it lasts at \$16.00 per bu. This is the very finest of seed, strictly cleaned, and guaranteed satisfactory on arrival or no trade. We leave it to you that it will be worth the money.

If you have no place to store it, you can buy it and pay for it now, and we will hold the seed for you till you are ready to have it shipped. This is the regular Medium Red Clover. Mammoth is a little higher as it always is. Alsike is quite a bit higher. Medium Red is the stuff to sow this year. Sweet Clover is about the same price as the Red Clover.

This price will be good till Dec. 15th. After that time, write for special prices. It may not go up in price till after the first of the year, or it may go up soon. You can't tell. Better buy now.

-----cut here-----

Are You Getting 8 Per Cent on Your Money?

Remember there is still time for you to buy some of the preferred stock in our company, paying 8 per cent cumulative dividends, practically tax free. If you are not getting that much on your investments, better look into it.

Preferred sock in a good company is a safe, sure, steady, profitable investment, especially so where it is a well established going concern, such as ours, with a good record of earnings. You probably noticed the circular about it in the last *Seed Sense*, or, if not, I will be glad to send you one now and explain the deal fully.

This is not a new company nor a reorganization, but simply the sale of some additional stock in our same old company, to furnish more working capital. There is no change in management or policy and none is contemplated. I expect to be manager of it for a great many years yet, for I come of a long lived race.

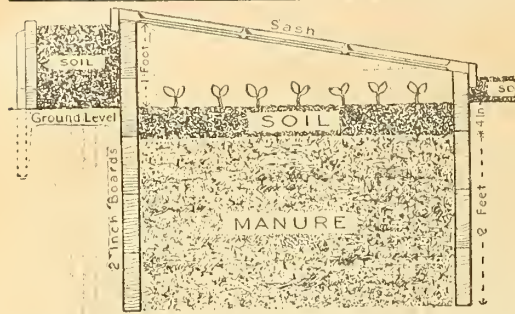
I would like to have you consider this investment for I know you will be pleased with it, and I would be pleased to have you with us. If you do not have the money on hand right now, but have it coming later, you can have us reserve the stock for you as provided in the order blank on the other side of this sheet.

Fill out the order blank and send it in for whatever amount you wish to invest, and we will send you the stock certificate by return mail, or reserve it for you, as you instruct.

Even if you have only a small amount to invest, say \$100 or \$200, it will be all right. In fact, we prefer to have the stock widely scattered among small stock holders. It will do us more good. We still have some of the stock unsold, and after it is sold we are going to buy back and break up some of the big blocks of stock and sell to small holders.

HENRY FIELD.

(over)



Directions For Making a Hot-Bed

Hotbeds are intended for starting vegetable plants, such as sweet potatoes, cabbage and tomatoes earlier in the season than they could be grown in the open ground. The heat is furnished by the fermentation of vegetable matter, the most convenient and eligible material

being stable manure well mixed with straw and thoroughly wet down.

For small hotbeds the most common method is to dig a pit from one to two feet deep and fill with manure, tramping it down and if dry adding water. It must be fresh, as manure that has heated once is no good. After tramping and wetting, cover with rich, mellow soil to the depth of six inches for planting cabbage, tomato and similar seeds. Build a frame for the bed a little smaller than the pit. The object of this is to let the frame settle evenly with the bed and avoid openings on the sides. The north side of the frame should be made the highest, so as to give a southern exposure to the top and protect the plants from the north wind. Bank around the sides well with dirt or manure. Cover the beds with glass or canvas, or in cold weather use both. This glass sash used to be quite expensive, but can now be bought for about \$2.00 each already glazed. This is for 3 ft. by 6 ft. size generally used. Above is a cut showing how the hot bed should be built. Test the soil occasionally with a thermometer by inserting it under the surface in different parts of the bed and after the bed is warm and the first rank heat is spent, plant the seed in narrow rows. Keep the temperature at about 80 to 90 and soil moist. Give some air on warm days and as the plants get larger leave the beds open much of the time to harden them.

How is Your Flag?

In most states a flag is supposed to be kept flying at every school house. Here is a clipping about the law of Kansas:

"Under a new Kansas law a flag has to be displayed from a pole outside of all school buildings and one inside of every school room, public, private or parochial, in this state. Unless the directors or those in charge of the school provide for the flag staff and purchase the flags, they are liable to be adjudged guilty of a misdemeanor and fined."

It is practically the same in most of the states. How is the flag at your school? If it is old and worn out or absent entirely, you should poke up the school board to have it replaced with a new one.

We have a fine stock of flags in all sizes and grades, and we specialize in the regulation, size and grade for school houses. Write for full description and prices. You will be surprised to find what good flags we can furnish you at reasonable prices.

Cotton hunting U. S. flags, sewed stripes, printed stars, fast colors, heavy heading and grommets. Best flag on the market for the money. 3x5 foot size only. Price \$1.25 postpaid.

Standard wool hunting flags. Double warp. Stars sewed on both sides, with durable zig-zag stitch. Sewed stripes. 3x5 foot size. \$5.00 each postpaid.

Scout Flag Outfit. Complete with varnished, double jointed pole, joined by brass ferrule and socket, large gilt spear head. Fine for decorative use and parades of all kinds. 5 foot pole. Cotton material, good quality. Size 25x40 inches. Price \$1.00 each postpaid.

Winter Sowing Sweet Clover

I have read with considerable interest the article on sweet clover in a recent issue of The Country Gentleman. I should like to suggest that more attention be given to winter sowing. Freezing, thawing and soaking seem to soften the hard seeds so they will germinate the next spring. On my farm in Nebraska I sowed unhulled sweet clover seed last January at the rate of eight to ten pounds to the acre on ground that had been plowed and harrowed late in November. I also sowed some at the same time in the fall wheat and on ground that had grown millet the preceding year. The millet ground had been given no preparation whatever.

I obtained a good stand on the old millet ground and in the wheat. The ground that was plowed late in the fall seemed too loose and the crop does not look so good there as on the other fields. I have seen several spring sowings fail altogether.

—H. E. B. in Country Gentleman.

Likes the Spotted Pigs

"Clyde Jack bought three Spotted pigs of you, think they arrived in July or August. He never had time to write, as he has been sick most of the time. I am interested in them, so would like to say that we both like them fine. You gave us a better deal than any 'sight unseen' hogs we ever bought."

"We have several males for sale of white hogs, so we have the one we got of you among them. I never saw such a hog. He will camp at the gate at feeding time and to get him from under foot is a problem. He'll go to first trough and take a bite and then to other as a person empties out their feed. He is at the last when we get there. Would rather feed 100 than feed him. It is very funny and very aggravating. The two sows are like any hog, but I'll bet there is no other hog like him. Wishing you success, I remain, Yours truly,"

—Leon M. Meade, Rockwell City, Iowa.

Just a Satisfied Customer

"My Dear Sir: I have so many letters to write and I think you have so many you will never miss a letter from us, so I let your letters go unwritten most of the time."

"As you may be aware, we moved from Lincoln, Nebraska, to this most wonderful state and beautiful climate of California. We live in a little city of 5,000, 22 miles south-east of Los Angeles, paved roads leading everywhere. Beach close and mountains also. However, after going on 5 years of residence here we still prefer the Henry Field Seed Company for seeds, etc. When we want something extra good we always send to Field's. We are always interested in your wonderful family. I often think Mrs. Field must be a general to rear those many beautiful children so well. I remain, Yours sincerely,"

—Mrs. Willie Maple, Fullerton, Calif.

(cut here)

Order Blank

Henry Field Seed Company,

Shenandoah, Iowa

Date _____ 19__

Gentlemen: Please enter my order for _____ shares of the preferred stock at \$100 per share, and _____ shares of the common stock at \$125 per share of the HENRY FIELD SEED COMPANY.

- 1. Enclosed find check or draft for \$_____ to pay for same which you will please forward to my address.
- 2. I will remit same on _____ and you can forward stock to my address.

Par value of both preferred and common stock \$100. The preferred stock may be purchased in any amount alone, but the common stock will be sold only to purchasers of the preferred stock on the basis of 1 share of common to every 2 shares of preferred stock.

Name _____

P. O. _____

State _____

(over)



From the enclosed picture, you will see that the pigs have grown into hogs. Now at seven months old they weigh something over 200 lbs. each. Both doing fine. Respectfully,
—Dr. M. L. Stephens, Arcadia, Mo.

Well Pleased With Pig

"I will write and let you know I received the pig all right. It arrived at 3:15 p. m., Wednesday, September 29th. I was well pleased with the pig. I fixed a place for her and bought a portable house for her to sleep in. I received the papers today and will send them off soon. Yours truly,"
—Everett Nelson, Lenox, Iowa, Rt. 3.

Cut Sudan Four Times

"Dear Sir: All the seeds I received from you this spring sure were fine. Especially the Red Head tomatoes. I don't think they can be eat. Speaking of sudan grass, I drilled one-half acre in rows the 9th of June and I have cut it four times when it was about the height of timothy, and will cut it again in a few days. Some grass I say. Yours respectfully,"
—Harry Robaugh, Licking, Mo., Rt. 2.

"Alfalfa or Bust"

"Dear Sir: I received my alfalfa seed and sowed it the 2nd of september, and I think every seed came up. Have a fine stand. Everybody is watching it to see what I am going to do with alfalfa here. It is the only patch in this locality, and if I can make good you will sell more Kansas-Nebraska seed here next fall. Everyone wanted to grow alfalfa, but did not have the nerve to try it. Afraid to take the chance. So here goes, 'Alfalfa or Bust.'"
—E. B. Whittington, Purdy, Mo., Rt. 4.

\$16,000.00 Worth of Seed to One County

"Dear Sirs: Last year, a little later in the season we did a pretty good business in clover seed. All told during the past season our County Farm Bureau has purchased, through your company, in the neighborhood of \$16,000.00 worth of seed. All of this seed we have found to be excellent, and it has given us absolute satisfaction. The result is that we have one of the largest crops of clover seed in the county this year that we have ever had. There are some individual farmers who have as high as 500 to 1,000 bushels of clover and alsike seed. Yours very truly,
An Illinois County Agent.



Colorado Girl and Her Pets

Here is a nice picture sent me by Mr. E. T. Carr, Wiggins, Colo., showing Doris Lucille Carr, 12 years old, and her pony and dog. They sure make a nice looking bunch. There is nothing much nicer for a pet than a pony or a dog, unless it is a spotted pig.

Change of Address

Be sure and write us if you change your address. We want to keep in touch with you and keep *Seed Sense* and the catalog coming to you regularly, but of course people move around more or less, and the first you know we have lost track of a lot of good friends.

When you write us about the change of address be sure and give both your old and new postoffice. You see we have people filed by their postoffices and keep track of them that way instead of filing them by the names. We have all the records for each town in one place and if you write us that you are moving, give us your old and new address both, and then we can find you easily.

The New Catalog

It is getting along nicely. We will be ready to mail about January first, possibly a day or two before that. Of course it would be no use trying to mail out catalogs before Christmas, for the mail will be jammed full of Christmas presents and calendars and such things, and it will be impossible to get very good service, but right after Christmas after the Christmas rush is over, we will begin mailing catalogs and you will get one if your name was on our list last year.

You don't need to write and especially ask for a catalog if you got one last year. You will hear from us again this year all right but if you did not have our catalog last year you should write us and mention it and then we will see that you get a catalog for the coming year. Also if there are some of your friends who are not getting the catalog I will be glad to send it to them at your request.



"I am sending you a picture of our children. We have 7 boys and one little girl, the oldest, Emery 15; Eldon 13; Oren 12; Samuel 10; Lawrence 9; Arthur 6; Kenneth 3; Sarah Nancy 2. We lost our baby girl four weeks ago. She was 5 months old."
—Mrs. Lucy Throckmorton, Barnard, Mo.

Still Selling Spotted Pigs

We are having a splendid run of orders of Spotted Polands, shipping 15 to 20 a week right along, but we have probably the biggest herd of them in the country and have lots to choose from in filling the orders, and we still have a good assortment on hand.

The principal call now is for male pigs for immediate service and we are well fixed in that line. Our last count showed about 100 head, mostly pigs weighing 170 to 200 lbs. Of course they would weigh more if fat, but they have been kept in just fair flesh. They are all vaccinated, healthy, and good individuals in every way, and are all registered or eligible to registry. Many of them are eligible to both the National and the Standard associations, but we always furnish National papers unless otherwise ordered.

We will be glad to have you drive here any time and pick out your male pig for yourself, but if you can't come I will select for you, and guarantee satisfaction or no trade. We ship by express and guarantee safe arrival. We furnish papers promptly.

The price is still the same, \$75 each for the best, March and April pigs. May and June at \$50 and \$60, according to size and age. Specify whether you want light or dark color, and whether you prefer rough or smooth type.

We are selling our two bred sow sales, Feb. 18th and March 17th. Come and see them then and buy them at your own price. It will be a good chance to visit the seedhouse in the busy time anyway, and you can kill two birds with one stone.

We have about 140 head of fall pigs which will be ready to ship in November and December and we are booking orders for them at \$40 each, one or more, singly or matched pairs or trios.



Arkansas Cabbage

This shows some fine cabbage from our seed grown by Mrs. Billie Neal, Cedar Glades, Ark. It takes a good gardener, good soil, good weather, and good seed, to grow cabbage like that.

Pigs Took Prizes

"I am writing you in regard to my Spotted hogs. Odella has got nine of the finest pigs we ever saw and Hoosier Queen has seven. She had eight but one got lost somewhere. They sure are kind, good mothers.

"Odella took first prize and Grand Champion in the sows at Pawnee fair. Sure made me feel good.

"I want to know if you have markers and a record book, if not, where can I get them? Will have to get some information from you, and where can I join the association? Also send me your next sale catalog, as I want to attend. Yours truly,"

—Gale Buman, Pawnee City, Nebr., Rt. 2.

Pigs in Fine Condition

"Received the Spotted Poland's last Saturday afternoon in fine condition. Got the telegram in the forenoon, and about three o'clock they were in Avoca.

"They are nice pigs, just what I wanted. Have received the papers on one and you stated that the other would soon be here.

"Thanking you for your good selection and prompt shipment, I remain, Yours truly,"

—Mrs. Hattie Lassen, Walnut, Iowa.

"This leaves our Spotted hog fine. He has grown quite a bit, but he won't miss 400 much, and isn't fat either, and we have lots of little fall Spots. Yours truly,"

—Mrs. Clarence Headrick,
Burlington Junction, Mo., Rt. 4.

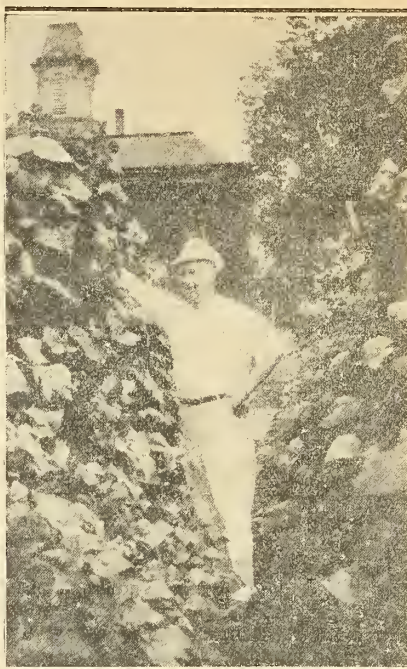
"I received the pigs O. K., and was well pleased. Will you send me the address where I can get some of those long ear marks that you use. Yours truly,"

—Cyrus Snider, Carlock, S. Dak.

"I thought I would just drop you a few lines in regard to those Spotted Beauties I got of you. We have six little beauties from the sow and I wish you would tell me where to write to have them registered. Not knowing anything about it myself, I thought you might want to help me out. The pigs are nearly three months old now.

Thanking you for all the past favors you have shown me, I remain, Yours truly,"

—Mrs. W. M. Grim, Dixon, S. Dak.



A Professor's Garden

Some of the most enthusiastic and successful gardeners are town men with back yard gardens. This shows Geo. Francis Sadler, of Central College, Pella, Iowa, and some of his Missouri Wonder beans. They sure show up fine.

The Everbearing Strawberry Has Made Good

There can be no possible doubt any longer about the Everbearing Strawberries. They have made good, and then some. If you have been putting off planting them, waiting for them to show whether they are a good thing or a fake, you don't need to wait any longer. They have proved the last four seasons that they will bear a summer every summer, from earlier than the others till the ground freezes in the fall. Ripe berries, green berries, and blossoms all the time. And the best berries you ever tasted, big, and red, and sweet, and juicy. Real strawberries.

Strawberry Prices for 1921

These prices are postpaid by parcel post, safe delivery guaranteed. No lower price on any amount. Plants are guaranteed to be genuine Everbearing or I will replace them 2 to 1. Send your order now and we will send you the plants by parcel post at the proper time for planting.

25 plants	-----	\$ 0.85
50 plants	-----	1.50
100 plants	-----	2.75
200 plants	-----	5.00
300 plants	-----	7.00
500 plants	-----	11.00

What to do With Flower

Bulbs

We are getting dozens of letters from people every day who want to know what to do with canna, gladiola and dahlia bulbs now that the frost has killed the tops.

Of course, as long as the ground does not freeze there is no particular hurry about digging them, but any time now there is likely to be a frost hard enough to freeze the ground and that would probably hurt the bulbs, so better dig them just as soon as you can and get them in a dry, cool place. The cool part is not so important, but it is important to get them in a dry place just as soon as you can and of course they must be where they will not freeze. Cannas, gladiolas, dahlias, spotted callas, Madeira vines and panama lilies are all tender to frost and freezing and will kill the bulbs.

They can be kept through the winter just the same as potatoes, or onions, or anything of that sort. The principal thing is to keep them dry enough so they will not start to grow, and all except the cannas should be kept fairly cool. Cannas, however, do not like cool weather. The best thing to do with them is to keep them fairly warm. If you have a furnace room in your cellar put the cannas in there and put the other bulbs in the same room where you keep Irish potatoes, but put them up on the bank where it will be rather dry. They can be kept in a bucket or box, or in a cloth sack, or an old paper sack, or anyway that would suit you. Just so they are kept dry and not allowed to pile up in too big a mass. If they are piled up in a big, solid pile or a tight box, they are liable to get moist and heat in the center of the pile. Of course, all the tops and frozen stems should be trimmed off before they are put away for the winter. All you want to keep is the roots, but you must remember that dahlias start, not from the root itself, but from the neck where the root and stem join.

Any of these bulbs can be kept through the winter with safety until time to plant them out of doors, which would be March, April or May, according to your latitude, but on the other hand they can be started early in flower pots if you are anxious to get quick action.

Hang Up Your Seed Corn

This is one year when apparently all the corn got ripe and it looks now like it would all grow, but just the same we are sticking to our habit of hanging up seed corn and I would advise you to do the same thing.

No matter how well matured and ripe the corn may be it seems to keep better and grow better in the spring if hung up early in the dry and kept dry all winter.

CHRISTMAS SUGGESTIONS

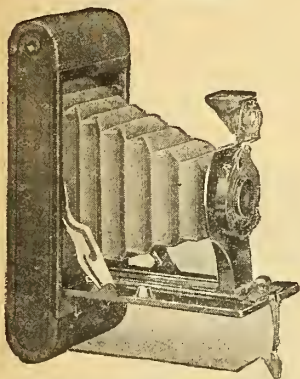
From Our Merchandise Department

Nothing Makes a More Acceptable Gift Than a Camera

No. 2 Folding Cartridge

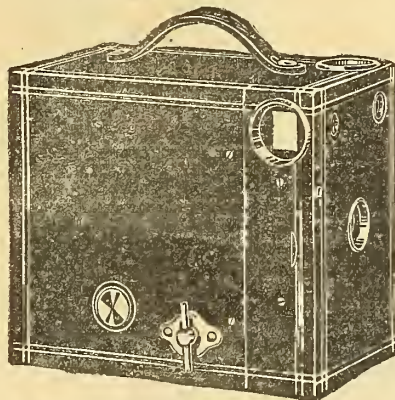
Premo Camera

Genuine Eastman



This camera is light, convenient, and folds up so it requires very little space. It is the ideal camera for those vacation trips. It is covered with fine quality Leatherette and will give excellent satisfaction. It is equipped with a single meniscus achromatic lens. It takes pictures $2\frac{1}{4} \times 3\frac{1}{4}$. Uses roll films No. 120, which can be bought anywhere. We guarantee it to give satisfaction or your money will be cheerfully refunded. Price Postpaid \$9.20.

No. 2 Roll Film Camera



Price \$2.75 Postpaid

We have been asked by many of our customers to offer a roll film camera. Now here you are. Another model of the Eastman make and a dandy. Takes same size pictures as the Model B. ($2\frac{1}{4} \times 3\frac{1}{4}$ inches). This camera does excellent work and will please you in every respect. It uses Premo Roll Films No. 120 which you can buy at any store where camera supplies are sold. Can be loaded in the daylight and takes either snapshot or time exposures. Higher in price than a pack film camera but most people think it worth the difference.

Premo Jr. Camera. Model B



Price \$1.75 Postpaid

It's a genuine Eastman and takes good pictures. We have calls for something like 2,500 of them each season so that is evidence enough that they are all we claim them to be. This camera takes pictures $2\frac{1}{4} \times 3\frac{1}{4}$ inches in size. Uses Premo film packs which can be bought anywhere. Loads in the daylight, takes either snapshot or time exposures, easy to work and almost fool proof. Instruction book packed with every camera.

No. 2A Folding Cartridge

Premo Camera

Genuine Eastman

This camera is very similar to the No. 2 camera except that it is larger and takes pictures $2\frac{1}{2} \times 4\frac{1}{4}$ inches in size. It uses No. 116 Roll Film. It is simple to operate and takes up very little space when folded up. It is equipped with a single meniscus achromatic lens. Guaranteed satisfactory. Easy to load and can be loaded without a dark room. Price postpaid \$10.26.

Develop Your Own Films

If you don't develop and print your own pictures you are missing half the enjoyment of amateur photography. You can save money by doing your own work. Our A. B. C. Developing Outfit contains everything for the work even to trays and print frame. Complete outfit postpaid, \$1.75.

Camera Supplies

All Prices are Postpaid

Carrying Case for Premo Junior Pack Camera with shoulder strap	\$1.60
Carrying Case for Premo No. 2 Roll Camera with shoulder strap	1.90
Premo Film Pack (12 exposures) $2\frac{1}{4} \times 3\frac{1}{4}$ inch size	.50
Premo Film Pack Tank No. 1 (For developing pack films)	1.75
Roll Film Tank (for developing Roll Films) $2\frac{1}{2}$ inch size	5.00
Non Curling Roll Film No. 120 (6 exposures) $2\frac{1}{2} \times 3\frac{1}{4}$ in. size	.25
Non Curling Roll Film No. 116 (6 exposures) $2\frac{1}{2} \times 4\frac{1}{4}$ in. size	.30
Non Curling Roll Film No. 130 (6 exposures) $\frac{7}{8} \times 4\frac{7}{8}$ in. size	.45
Non Curling Roll Film No. 122 (6 exposures) $3\frac{1}{4} \times 5\frac{1}{2}$ in. size	.55

We Develop Films

We are now prepared to develop your films and print your pictures. We can give you prompt service and first class work. Send for our Price List of Developing and Printing. All such work is done by expert photographers.

A Genuine "Icy Hot" Lunch

Kit

Price Complete \$3.75 Postpaid



This lunch kit is just the thing for the school children, school teachers or the working man. It consists of a metal case, handsomely enameled in black, with leather handle, nickel plated trimmings and is equipped with a genuine pint held in the upper compartment and the lunch in the lower.

The lunch kit provides a clean, fresh and moist lunch. The "Icy Hot" bottle is guaranteed to keep drinks steaming hot for twenty-four hours or icy cold for three days. The bottle is so thoroughly protected that it is practically unbreakable and with ordinary care will last a life-time. The innerglass filler of the bottle can be easily and quickly removed from the outer metal case for cleaning or to replace cheaply if accidentally broken.

If you should break the bottle we can supply extra pint size fillers for \$2.00 each, postpaid.

All Merchandise Insured

We insure every package of merchandise we send out, so you need not worry about breakage.

FLOSSIE WITH THE LITTLE FIELD

AN HILARIOUS HALLOWEEN.

BY HELENE & PAUL NYCE.

1997 9
1997 10



The Autumn leaves in golds and reds
Were whirled in showers round the heads
Of Flossie, Ruth, & Little John,
As through the fields they skurried on,
To gather the last store of brown
Nuts - tumbled by the strong wind down.
The others had no time to roach,
For business kept them close at home.
Wee Letty didn't take one bite -



As she rubbed apples until bright
As baubles on a Christmas tree,
They shone out for the rest
to see.



And Hardy filled a
tub with
water,
While the
other
small
Field
daughters,

In the kitchen stirred the cake,
And picked out nuts, & helped to bake.
Perhaps she ate some raisins too,
But THAT'S no more than YOU



Now Tom & John H.
Just played horse-
And they had laid
their racing course
Right on the
bustling Seed-
House floor.



They led him toward the Seed-House door -
He turned and with a bla-a-ating roar,
He went for Tom & Henry John -
The heartless Seed-Folk,
all looked on -

And stamped & cheered with hearty laugh
That nearly tore their frames in half
Bill bent to butt, but was undone
Like many another vengeful one.
The masks beard caught his cloven hoof
And turned him somersaulting - Wo-o-o-o-f!
And then with a tremendous leap
That landed both in tumbled heap,
Tom K. & John had gained the floor
Of upper barn & slammed the door.
And there they spied



The Seed Folk
showed them
to the door,
And as they two
stumped down
the path,

They nearly burst with righteous wrath.
"I think that they are mighty mean."



Said John: "Oh well, it's
Halloween,"

Tom answered,
"and we want
wait night-

But start in now, & serve 'em
They set to work
with right good will,
With clothes and mask - also old Bill:



(The rampant
goat from
out the
stable)
They made the
best ghost
they were able.
But man-made
ghosts, Alas!
Alack!

Like boomerang may turn right back



in kingly state
The monstrous pumpkin
which won great
Distinction for the
name of Field-

Two hundred
pies its bulk would yield!

Not caring that it won
first prize
They jumped for it, cut
out Great eyes,
And mouth & nose -
wide glow'ring
features.

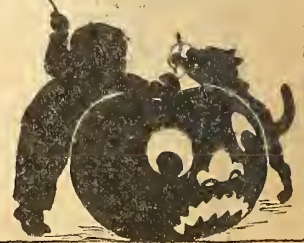


The naughty
meddling
little creatures!

"However will it
reach the ground?"
Cried John: But Tommy
with a bound
Had reached a rope -
& pull there -



"Here is a way! Now just
take care!"
By now 'twas pretty nearly
dark,
And preparations
for the lark



Of Halloween, were all quite done,
 And each one bubbling full of fun.
 The apples hung from ceiling high,
 The brimming tub was standing nigh,



And Letty, finished with her task,
 Had donned an awful looking mask.
 Her papa, unsuspecting,
 Quite - Had come in from approaching night.

When - with an awful
 Scarey shout -
 She jumped at him - and he
 Flew out!
 He shook with fear in
 Every limb -
 And Letty, she
 Called
 "Doo-o-o-o!"

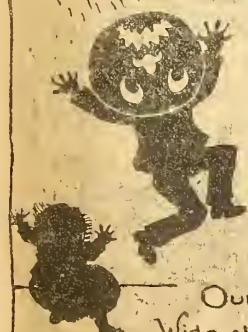
at him.
 Way way
 down toward
 the barn he raced,
 And still that bugaboo it chased.
 The loft door opened with a crash -
 And something fell & landed SMASH!
 Then Letty flew to reach
 the house -



A most bewildered little mouse!
 For where papa had stood before,
 It surely was papa, no more -
 But something with a monstrous head,
 And mouth that must have always fed
 On turkey's whole & more beside,
 To make it grow so hugely wide -
 And worse - that mouth grew up on top!
 The thought 'most made small
 Letty, drop!

It happened that
 the pulley rope
 On which Tom K. had based his hope
 Was tied with double knots & care
 Right to that lantern's stem! & there
 Was where that deep thought
 plan fell through -
 It did - & yes, the
 pumpkin too!
 The stem, it grew
 a'op the lid -
 But not the
 slightest notice
 did

Our hero's take of that
 small fact.
 Wide slammed the door - they flew to ACT



One hung unto the rope's free
 The other with a lead,
 shove did send
 That glaring goblin
 hurling down,
 It turned - collided with
 the crown



Of Papa Field, &
 fitting on it,
 That worthy man
 did fairly
 bonnet!
 Mashed Letty,
 stopped
 for but one look,
 Then promptly to
 her heels she took -
 But Papa F. took to his toes,
 And swiftly to the left he rose.



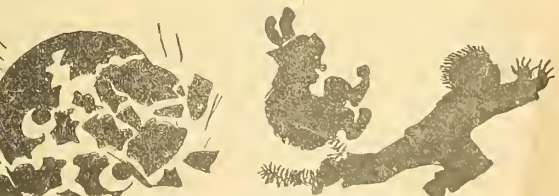
He thought but of
 his ruined prize,
 And quite forgot it's
 glaring eyes
 Now placed on him
 where mouth
 should be



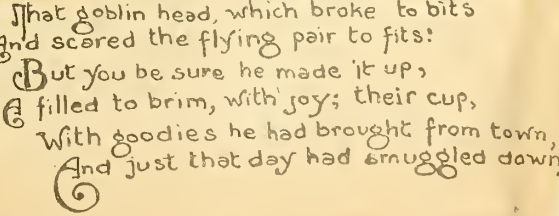
While
 from
 IT'S
 mouth,
 HIS eyes
 did see!



But when that goblin, sudden rose;
 The awful sight 'most nearly froze
 John H. & Tommy to the floor -
 It spoke - then both jumped for the door -
 The head came off; and Papa too
 jumped up: & after them he threw



That goblin head, which broke to bits
 And scared the flying pair to fits!
 But you be sure he made it up;
 A filled to brim, with joy; their cup,
 With goodies he had brought from town,
 And just that day had smuggled down,



CHRISTMAS SUGGESTIONS

From Our Merchandise Department

Books make good Christmas gifts. They are always welcomed, especially by boys and girls. In offering the following books we have kept uppermost in mind the need of good, clean literature for the growing youngsters.

Better Books for Boys and Girls

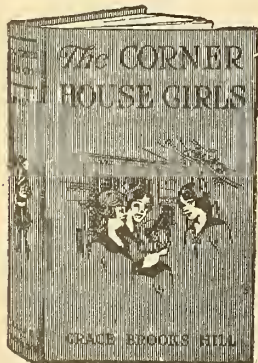
Choice of any book on this page, 75c.

These books are offered in series, several books to each series. The prices quoted are for single copies and not for a copy of each in the entire series.

All books offered are bound in cloth, with very attractive cover designs. Printed on good paper in clear type which makes them easy to read. All contain half-tone illustrations. Size of books about 5 1/4 x 7 1/2 inches. They contain from 250 to 300 pages each. Price 75c each postpaid.

The Corner House Girls Series

By Grace Brooks Hill



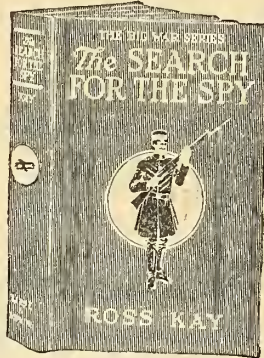
Four girls from eight to fourteen years of age received word that a rich, old bachelor uncle died leaving them the old corner house he occupied. They move into it and then the fun begins.

What they find and do will provoke many a hearty laugh. These adventures are the most interesting reading. Clean and wholesome.

- 1—The Corner House Girls.
- 2—The Corner House Girls at School.
- 3—The Corner House Girls Under Canvas.
- 4—The Corner House Girls in a Play.
- 5—The Corner House Girls on a Tour.
- 6—The Corner House Girls Growing Up.

Big War Series

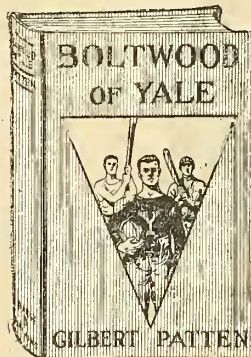
By Ross Kay



The big European War, one of the greatest epoch making events in the world's history, has been chosen by one of the best known writers of juvenile fiction as the scene of a series of thrilling stories of these stirring times. Not merely a description of battles but good wholesome fiction with a little of the historical interwoven.

- 1—The Search for the Spy.
- 2—The Air Scout.
- 3—Dodging the North Sea Mines.
- 4—With Joffre on the Battle Line.
- 5—Fighting in France.
- 6—Battling on the Somme.
- 7—With Pershing at the Front.
- 8—Smashing the Hindenburg Line.

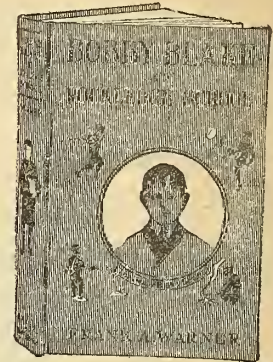
The College Life Series



Mr. Patten's intimate knowledge of college life and college athletics is clearly indicated in these volumes. They will interest alike the young collegian and the older graduate, for here they find stories of uncommon dealing with phases of life of which they are familiar.

- 1—Boltwood of Yale.
- 2—The College Rebel.
- 3—On College Battlefields.

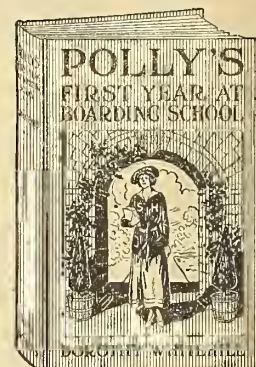
The Bobby Blake Series



True stories of life at a Modern American boarding school. The tales of outdoor life, especially the exciting times they have when engaged in sports against rival schools, are written in a manner so true, so realistic, that the reader, too, is bound to share with these boys their thrills and pleasures. These stories are especially written for boys from eight to twelve years old.

- 1—Bobby Blake at Rockledge School.
- 2—Bobby Blake at Bass Cove.
- 3—Bobby Blake on a Cruise.
- 4—Bobby Blake and his School Chums.

Polly Pendleton Series

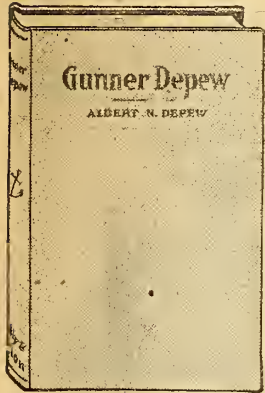


Polly Pendleton is a wide awake American girl who goes to a boarding school on the Hudson river some miles above New York City. By pluck and resourcefulness, she soon makes a place for herself. The account of boarding school life is faithful and pleasing.

- 1—Polly's First Year at Boarding School.
- 2—Polly's Summer Vacation.
- 3—Polly's Senior Year at Boarding School.
- 4—Polly Sees the World at War.

CHRISTMAS SUGGESTIONS FOR THE YOUNG AND OLD

Latest Books



We have just secured a stock of these books I know you'll enjoy. Just take a look at the authors and you'll understand why they're worth while. Order any you like, but you will make no mistake if you take all of them.

The Diamond From the Sky. A romantic novel by Roy L. McCordell. Contains 440 pages. Printed on good quality paper and bound in cloth. Illustrated. Regular price, \$2.00. Our special price, \$1.00 postpaid.

Green Fancy. By Geo. Barr McCutcheon, author of "Graustark," "The Hollow of Her Hand," "The Prince of Graustark," etc. Contains 355 pages. Printed on good quality paper and bound in cloth. Regular price, \$2.00. Our special price, \$1.00 postpaid.

The Fall of a Nation. A sequel to "the Birth of a Nation," by Thomas Dixon. This book needs no introduction, it is nationally known and is the book the wonderful motion picture is representing. Contains 362 pages of wonderful story. Printed on extra good quality of paper. Bound in cloth. Illustrated. Regular price \$2.00. Our special price, \$1.00 postpaid.

"Gunner Depew." A story of a laughing, fighting American sailor boy—by himself. The most amazing story of the war. Gunner Depew tells an amazing story of what he did—what he saw—what he endured—in two years packed solid with fighting on land and sea. Contains 312 pages. Printed on good paper and bound in cloth. Illustrated. Regular price \$1.50. Our special price, 75c postpaid.

Excelsior Library

Your Choice of Books, 25c Postpaid
These books average 60 pages each. They have beautiful colored book board covers, finished in many colors. Printed in plain type on good paper. Absolutely the greatest value we have in our entire stock. Would sell in any store at 40c to 50c. Take your pick at 25c each postpaid.

- No. A0989. Mother Goose Rymes.
- No. B0989. Robinson Crusoe.
- No. C0989. Grimm's Fairy Tales.
- No. D0989. Black Beauty.
- No. E0989. Anderson's Fairy Tales.

Boys' and Girls' Copyrighted

Books

Printed from large, clear type on superior quality of paper, embellished with original illustrations by eminent artists, and bound in a superior quality of book binders' cloth; ornamented with illustrated covers, stamped in colors from unique and appropriate dies. Each book wrapped in a glazed wrapper printed in colors. Your choice of any book listed below for 50c postpaid.

- The Bird Boys First Air Voyage.
- Ethel Hollister's First Summer as a Camp Fire Girl.
- The Perils of an Air Ship.
- Motor Boat Boys Mississippi Cruise.
- Polly, a New Fashioned Girl.

Books for the Younger Folks

The Twenty-Five Cent Collection

All of these books have beautiful heavy book board covers and are built to withstand hard usage. The cover is printed in many colors. These books are printed on good quality paper in easy to read type. Each book contains about 80 pages. They are all written especially for children and are easy to understand. They are of the variety you usually pay 40c to 50c for in any store. 25c each postpaid.

- No. A0591. Jolly Comrades.
- No. B0591. Days of Childhood.
- No. C0591. Bed Time Stories.
- No. 0743. Arabian Nights.
- No. 0744. My Own First Book.
- No. 0742. Andersons Fairy Tales.

The Fifteen Cent Collection

The following books have beautiful book board covers in many colors. They average about 30 pages each and are printed in easy to read type on good paper. Illustrated and written especially for children. 15c each postpaid.

- No. A0503. Tom Thumb.
- No. B0503. Hansel & Gretel.
- No. C0503. Little Snow White.
- No. 0546. Anderson's Fairy Tales.
- No. 0501. Animal Story Book.

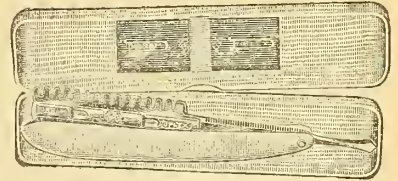
The Ten Cent Collection

The following books have beautiful colored flexible paper covers; are printed on good paper in easy to read type. Beautifully illustrated throughout in colors. Wonderful books for the little tots. 10c each postpaid.

- No. A018. Puss in Boots.
- No. B018. Aladdin and the Wonderful Lamp.
- No. C018. Sleeping Beauty.
- No. A 01. Silverlocks and the Three Bears.
- No. B 01. Pussy Family at Home.
- No. C 01. Little Pets A. B. C.
- No. A016. Merry Christmas.
- No. B016. Santa Claus Book.
- No. A013. Old Mother Goose Chymes.

Durham Duplex Safety

Razor



Price Postpaid \$1.00

With the present high cost of shaves, it's extremely fashionable to shave yourself. The outfit we illustrate here is a wonder, the razor is just as easy to handle as the "old timer" dad used to have. In addition, you don't need to be afraid of cutting yourself for it's a "safety." Outfit consists of one Durham-Duplex Razor with American Ivory handle, safety guard and package of three double edged, hollow ground Durham-Duplex blades. Case is made of highly polished American Ivory to match the razor handle.

Five Extra Blades, 50c Postpaid.

Doll Beds and Cradles

We offer you the genuine Reddick Bamboo Jointed Wire Beds and Cradles. These are the best on the market and while they usually sell for a little more than some others they are worth the difference in price. All the beds and cradles are trimmed, some by having only the mattress and pillows which are designated by "half trimmed," but those described as "full trimmed" have mattress, pillows and a cretonne canopy. All are built so they fold up. All are brass lacquered.

Postpaid Prices

Cradles

- No. 14. Half Trimmed, 14 in. \$1.65
- No. 18. Half Trimmed, 18 in. 2.20

Beds

- No. 15. Half Trimmed, 18 in. 1.60
- No. 10. Full Trimmed, 18 in. 1.90
- No. 9. Full Trimmed, 14 in. 1.25

Bagatelle Game Boards

A clean, instructive game which can be played by young or old. It consists of a board which is equipped with an apparatus for shooting the marble to its scoring position. The board is equipped with a revolving star, a bell, several arches and pockets. The game is to get the highest score by striking highest counting positions. Game is furnished in two sizes.

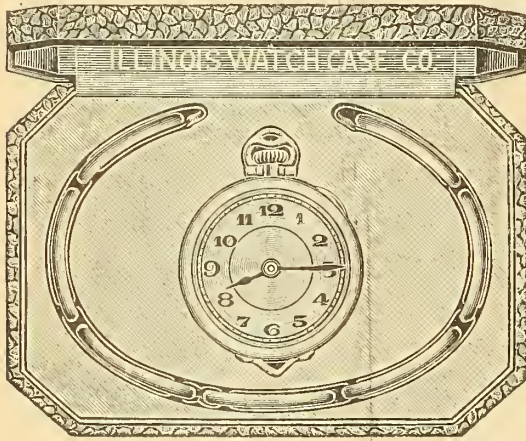
No. 4080. Bagatelle Board (partly made of wood) small size 7x15 inches, 25c postpaid.

No. 4092. Bagatelle Board (all made of wood), large size, 9x18 inches, 48c postpaid.

CHRISTMAS SUGGESTIONS

From Our Merchandise Department

We offer you dependable Watches, (every one guaranteed) at prices much lower than you would pay your local jewelers. Remember, too, that we absorb all war tax.



Ladies' Convertible Gentlemen's Nickel Watch

Wrist Watch

No. 68-191. \$16.00 Postpaid

This dainty watch contains a Swiss 15 jewel, lever movement and is an excellent time-keeper. The case is gold filled and guaranteed for 20 years. The bracelet carries the same guarantee. Undoubtedly the greatest bargain in high grade watch offered today. Each watch in a velvet lined display box. No second hand.



No. 85-1

Price \$6.50 Postpaid

Guaranteed 7 jewel, high grade, Swiss lever movement. Nickel case. Open face, accurate time-keeper. This is a very reasonable priced watch and will give you excellent service.

Silk Ribbon Bracelets

No. 750

Price 75c Each Postpaid

We can supply extra Silk Ribbon Bracelet for wrist watches. Our Bracelets are of the very best quality silk ribbon and have gold trimmings. They are the same quality as local jewelers usually charge \$1.50 to \$2.00 for.

Gold Link Bracelets

No. 850

Price \$1.00 Postpaid.

These bracelets are for use on a wrist watch and are the same as the bracelet shown with watch No. 68-191 above. Good quality and will give good satisfaction.

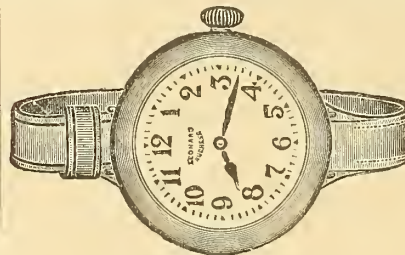
Ladies' Combination Watch Popular Priced Wrist Watch

Outfit

No. 68-120

Price \$14.50 Postpaid

A most beautiful wrist watch outfit. Consisting of a 10 jewel Swiss movement watch in a 10 year guaranteed gold case. Case is plain and without engraving but a very dainty affair. The outfit has both a gold link bracelet and a silk ribbon bracelet so either can be worn when desired. Each watch is put up in an attractive velvet lined case.



No. 46

Price \$5.00 Postpaid

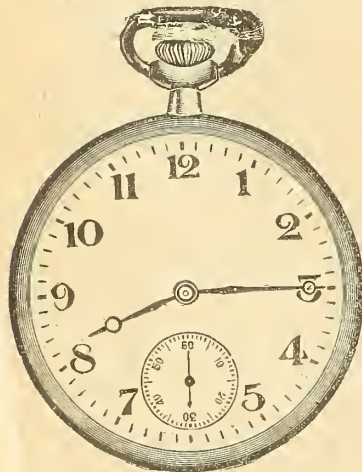
This is just the wrist watch for your daughter to wear to school. We also sell to many ladies who do not care for a gold watch. Satisfaction guaranteed.

Gentlemen's Gold Watch

No. 149-121

Price \$12.00 Postpaid

Guaranteed 10 year gold case. 7 jewel Admiral Non-Magnetic movement. Plain, open face case.



No. 85-4

Price \$15.00 Postpaid

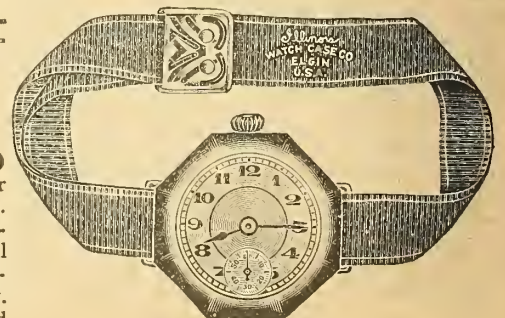
Guaranteed 10 year gold case. 15 jewel, high grade Swiss lever movement. Either in plain or fancy engraved, open face case. Accurate timekeeper. Guaranteed to give satisfaction.

Ladies' Ribbon Bracelet Watch

No. 68-64½

Price \$15.00 Postpaid

High grade, imported (Swiss) 15 jewel lever movement, 20 year guaranteed case. Size 10 ligne. Equipped with silk ribbon bracelet. Each watch in a beautiful velvet lined display box. Guaranteed satisfactory in every way. The watch does not have a second hand as shown in the picture.



SUGGESTIONS IN JEWELRY FOR CHRISTMAS

Finger Rings

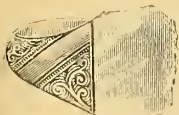
Every ring we offer is guaranteed to give satisfaction. We buy our rings direct from the factory in large quantities and absolutely know that the manufacturer we deal with is the most reliable in the country. Every ring we offer you is 1-20-12K Gold Shell Stock.
BE SURE TO GIVE YOUR SIZE

How to Measure Your Finger

Take a strip of paper and place it around your finger; get the proper length, then measure it on the scale above. The number it reaches to, designates the size of the ring you wear.

18
17
16
15
14
13
12
11
10
9
8
7
6
5
4
3
2
1

RING SIZES.



No. 44PI. Price \$1.00 Postpaid
 Men's Signet Ring. Not with initial engraved. Fancy engraved shank. Sizes 8 to 12.



No. 7054. Price 75c postpaid
 Birthday Rings. In any of the following settings for the corresponding months: Garnet, January; Amethyst, February; Bloodstone, March; Diamond, April; Emerald, May; Pearl, June; Ruby, July; Sardonyx, August; Sapphire, September; Opal, October; Topaz, November; Torquoise, December. Sizes 4 to 9.

No. 3PI

Price 75c Postpaid

Ladies' or Boys' Signet Ring. Not engraved. Sizes 3 to 7 only.

No. 7812

Price \$1.00 Postpaid

Ladies' Cameo Ring. Genuine Shell Cameo. Sizes 3 to 8.

No. 7765

Price 85c Postpaid

Band Ring of good quality, which will give good satisfaction and wear a long time. We have sold a very large amount of these rings in the past and are proud to say that we've never had one returned on account of not wearing well. Sizes 5 to 12.

No. 7381

Price 85c Postpaid

A very beautiful ring, set with brilliants and a ruby. Looks like a ring costing many times the price we ask for it. Sizes 4 to 10.



No. 50508

Price \$1.00 Postpaid

Without a doubt the most beautiful ring in our stock. Looks like a million dollars. Has a large ruby center with a border of sparkling brilliants. Sizes 5 to 9.

No. 60PO

Price \$1.00 Postpaid

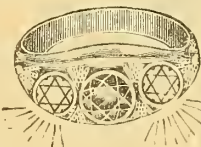
If you want to please a man just feed him well or buy him a carbuncle ring. The carbuncle shown above is just the style a man likes. Sizes 8 to 13.



No. 51884

85c Postpaid

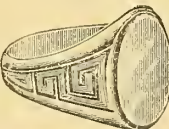
A wonderful ring, set with 3 brilliants. You're sure to like it. Sizes 9 to 13 only.



No. 44PI

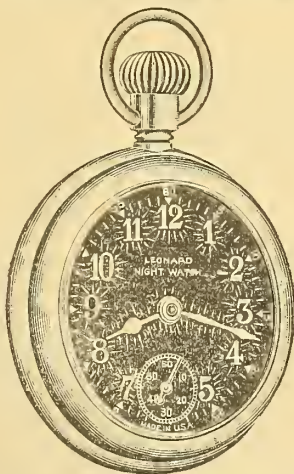
Price \$1 Postpaid

A very beautiful Men's Signet Ring. Does not have the initial engraved. Sizes 8 to 12.



Don't forget to give the size of your finger when ordering.

Leonard Night Watch



With this watch you can tell time on the darkest night without the aid of artificial light. The hands and figures are both finished with a Radium luminous formula so they can be easily read in the dark. The movement is guaranteed for one year, and the case is of plain nickel finish. Regular price, \$3.25. Our price postpaid, \$3.00.

Lingerie Clasps

Price, 50c Pair

Gold filled. Beautifully engraved. Guaranteed to give satisfaction. These same clasps would probably sell in any jewelry store for \$1.00 to \$1.50 per pair.



Beautiful Gold Lavalliere



Price \$1.50, Postpaid

This picture doesn't half do it justice. It is really the daintiest, prettiest thing you ever saw in the way of a necklace. It has a tiny gold-filled chain, long enough to go around your neck, with a beautiful stone set gold pendant. It is put up in a beautiful silk lined display box.

A Gold Filled Bracelet



Price \$1.50, Postpaid

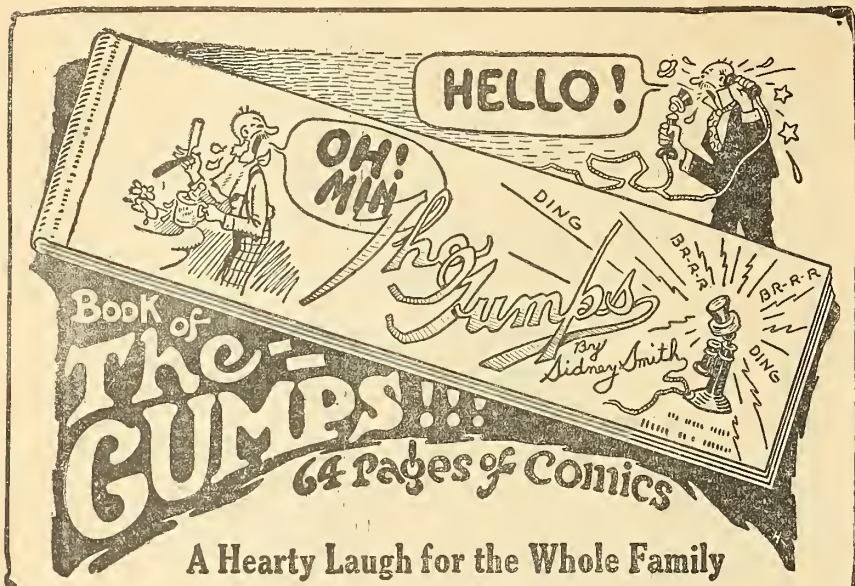
This bracelet is a beauty much finer than it looks in the picture. It is gold-filled, looks like solid gold, and is guaranteed. It has a hidden hinge and catch so as to open and slip over the hand. We have three sizes, small, medium and large. Each in attractive box.

Silverware

We have a large stock of Silverware. Lack of space prevents our listing it. Write us just what you need in this line and we will quote you. We can save you from one-third to one-half. All of our Silverware is of the leading guaranteed brands.

CHRISTMAS SUGGESTIONS FOR ALL

Selected From Our Merchandise Department

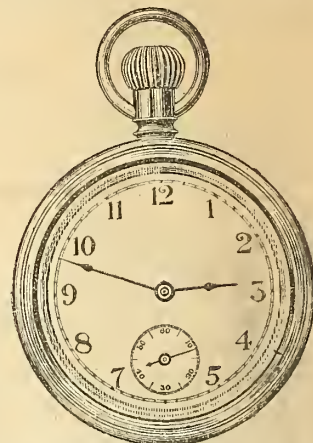


A Hearty Laugh for the Whole Family

Price 25c Postpaid

Everybody knows Andy, Min and Little Chester. Every member of your family will enjoy this wonderful, funny book. Be sure to include it in your order.

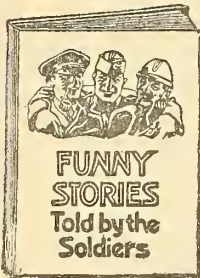
Leonard Pocket Watch



Price \$1.75 Postpaid

This is the best low priced watch on the market today. It is 16 size, stem wind and stem set. Guaranteed for one year. Case is bright nickel finish and will not tarnish easily. I carry a watch like this and like it fine. Regular price, \$2.25.

Entertainment Books



Price 30c each postpaid

These books are good today and will be twenty years from now. They are bound in Strathmore khaki colored paper covers. Printed on good paper in type which makes them easy to read.

Take your pick.

- Stories from the Trenches.
- Funny Stories by the Soldiers.
- Flashes of Irish Wit.
- Batch of Smiles.
- Some Irish Smiles.
- The Sunny Side of Life.
- A Little Nonsense.
- Ford Smiles.
- Vaudeville Wit.
- Anecdotes on the Great War.
- Wit and Humor of Abraham Lincoln.
- New Book of Conundrums and Riddles.
- The Amateur Trapper.
- How to Box.
- Comic Declarations and Readings.
- War Time and Patriotic Selections.
- Junior Recitations.
- Holiday Recitations.
- Comic Dialogues for Boys and Girls.
- Junior Dialogues.
- Entertaining Dialogues.
- Fun for Friday Afternoons.
- Friday Afternoon Dramas.
- District School Recitations.

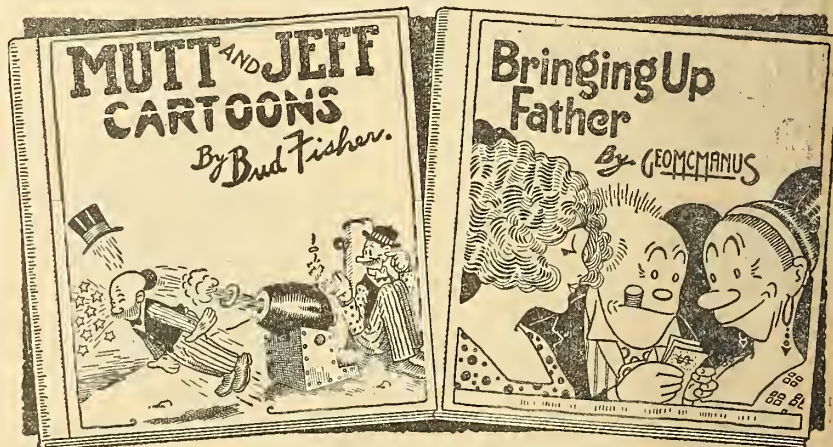
Self Filler Fountain Pen

Price \$1.50 Postpaid

This is a genuine Gem Press-a-Bar, Kant-Leak, Self-Filing Fountain Pen. It has a 14 kt. solid gold pen point with an irridium tip which assures even writing and makes the point wear longer. Each pen is equipped with a heavy steel fountain pen clip, which holds it securely in the pocket. Every pen is guaranteed by the manufacturer.

Mutt and Jeff—Bringing Up Father

Now in Book Form—Set of Three for \$1.00

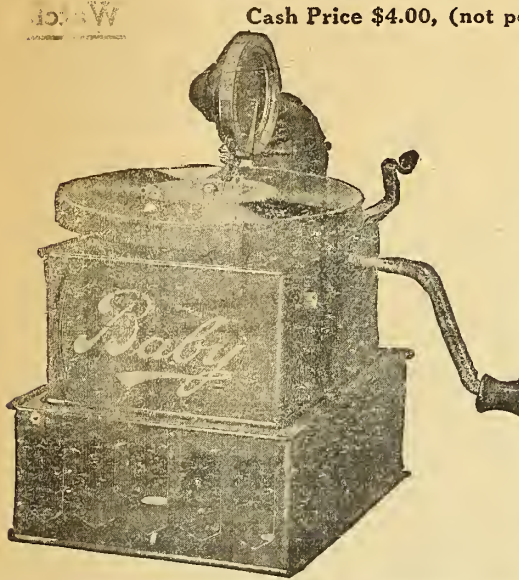


You have read the cartoons of Mutt and Jeff and Bringing Up Father as they appear in the daily newspapers. And, by the way, did it ever occur to you, that these cartoons were drawn by two of the highest paid artists in the world? Bud Fisher, the originator of Mutt and Jeff, and George McManus, the originator of Bringing Up Father, both have made a great success of this work. We offer you two entirely different books of Bringing Up Father and one book of Mutt and Jeff, each book containing about 48 pages of laughs, the whole three will be sent for \$1.00. Just pin a dollar bill to your order. It will be entertainment for all.

Christmas Suggestions From Our Merchandise Department

A Real "Baby" Phonograph

Cash Price \$4.00, (not postpaid)



Not a make believe phonograph but an "honest to goodness" machine with a motor.

Specifications: Metal cabinet finished in high grade ebony—enamel with nickel trimmings. Size length 8 inches; width 5½ inches; height 6¾ inches. One spring straight gear motor, 5¼ inch turntable, high grade sound box with a clear reproduction, speed regulator, automatic brake. Weight about 6 pounds packed. This phonograph will bring joy to the heart of any child. Imagine the pleasure a little girl could have with it at her tea-party. The music produced is enjoyed as much by grown-ups as it is by children. Each machine is mailed in a strong corrugated carton and five "Little Wonder" records

are included with each machine. Additional records can be bought for 10 cents. Charges for postage and insurance on above phonographs are as follows:

Zone 2 from Shenandoah	-----15c	Zone 5 from Shenandoah	-----45c
Zone 3 " "	-----20c	Zone 6 " "	-----55c
Zone 4 " "	-----35c	Zone 7 " "	-----70c

The "Ford Phonograph"

Cash Price \$1.50 Postpaid

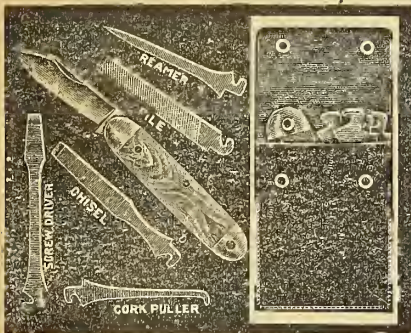
This phonograph makes very good music although it does not have a motor and has to be cranked to produce music. It will play any size record up to the 10 inch size. We call it the "Ford Phonograph" because it is made mostly of tin and you have to crank it. Of course it can't be much at that price but it does make surprisingly good music and is lots of fun for the kids. Two "Little Wonder" records are sent with each machine.

Extra Records

We carry a big stock of "Little Wonder" records and can supply you with extra records for your machine. We do not have a printed list of selections but if you tell us whether you want band, vocal or instrumental records we will try to fix you up. We can't guarantee to send the exact pieces you want, but we will do our best to please you.

Price 10c per record. Extra needles 10c per package. We can also supply 7 inch Emerson Records. 25c each postpaid. These Emerson Records have music on both sides and can be used on either the Ford or Baby Phonographs.

Pocket Knife Tool Kit



No. 27

Price Complete \$1.75 Postpaid

Pocket knives are out of sight and hard to get at any price. Very cheapest ones will cost you a dollar. So just stop and consider what a bargain you are getting in this pocket tool kit. You get the knife all the tools and a kit to carry it in. We get them at low figure by buying right from the manufacturer in big quantities. This will set the boys crazy. I have carried one for years, but mine cost me \$2.00. It is a big, heavy farm size jack knife, 6½ inches long, when open, with a highly tempered blade that can be used for anything. Then there are five different tools that fit in the other end of the pocket knife handle. The tools enclose in leather pocket case.

Scout Automatic Toy Pistol

No. 30

Requires no ammunition. Makes a loud report. Absolutely harmless. Looks like a real automatic pistol and sounds like one. Why endanger your children's lives by allowing them to play with dangerous guns. Price 30c postpaid.

Our Guarantee

We guarantee every article we offer to be exactly as we represent. If for any reason you are not satisfied, we want you to return the merchandise for exchange or refund.



"Sancy" Flashlight

Price \$1.00 each, postpaid

You will find this a splendidly made flashlight, much better than the ones usually offered. Heavy nickel finish and highest grade of mechanical construction. Moisture proof case. Absolutely non-short circuitable. Each flashlight has a pocket clip to prevent loss. Flashlight is equipped with double cell battery and Mazda bulbs. We can supply extra bulbs or batteries for these flashlights at 25c each postpaid.

Genuine Cut Glass Ice Tea

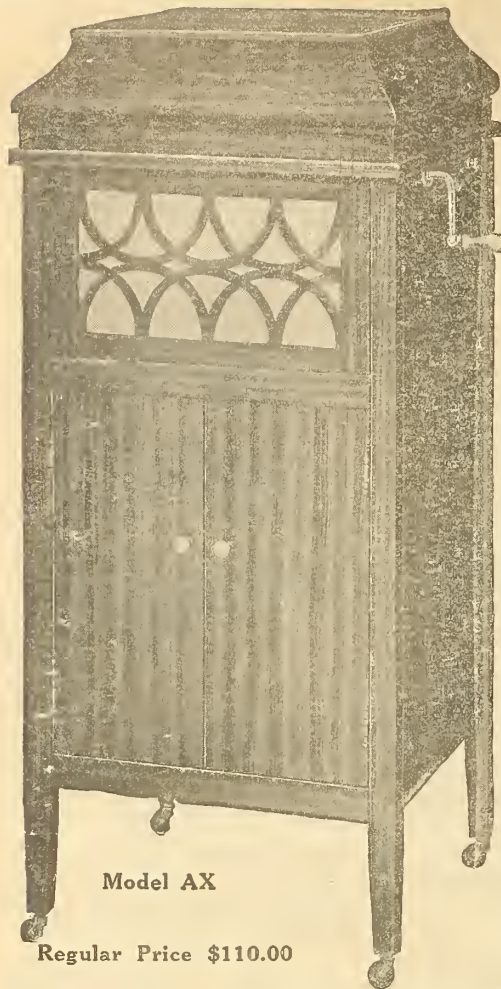
Set



No. 38-83

This beautiful Cut Glass Ice Tea or Lemonade Set is of the famous Lotus ware. We have a limited supply. The set consists of 6 pint tumblers, a 7½ inch, 3½ pint jug, with a glass cover to match. The jug is of a low design which makes it handy for placing in a refrigerator. This set is beautifully cut, artistic and yet a very dignified pattern. We will gladly refund your money if you are not entirely satisfied. Every set is packed securely in a special shipping carton and we guarantee safe arrival. Weight 7 lbs., packed ready for shipment. Glass spoons with a glass hollow handle which can be used for a straw supplied for \$1.50 per doz. extra.

Price per set, (postpaid), \$4.25.
Extra Glasses, 6 for \$2.10 postpaid.



Model AX

Regular Price \$110.00

A Real Christmas Bargain

Here's a Chance to Buy a Phonograph at a Price You Can Afford to Pay.

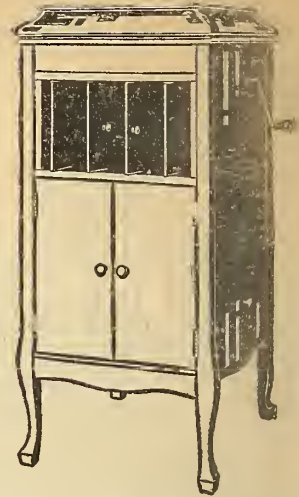
Offer Expires on Xmas Day

From the time you receive this Seed Sense until Xmas Day we are going to reduce our *Shenandoah* Phonograph prices 20 per cent on all easy payment orders and an extra 10 per cent for cash. For instance, the Model AX shown here sells for \$110.00. If you want it on easy monthly payments and order at once it will cost you 20 per cent less or \$88.00. If you pay cash you can deduct another 10 per cent from the \$88.00, which will make it \$69.20. This discount applies to all models in our phonograph catalog, which we will mail to you upon receipt of your request. Our catalog shows 8 beautiful models, ranging at regular prices from \$65.00 to \$150.00. We include with every phonograph six 10-inch Columbia Double Disc Records and a liberal supply of needles.

The Model AX *Shenandoah* Phonograph shown is 47 inches high, 19 inches wide, and 20 inches deep. Take your yard stick and just measure on the wall to show yourself what a wonderful bargain we are offering you. Every model is furnished in either fumed oak, golden oak or mahogany. We

invite you to compare the richness of tone, beautiful finish, design, and value of our *Shenandoah* Phonographs with any other phonograph on the market today. The working parts of every *Shenandoah* are guaranteed by us, and are standard parts, which can be obtained almost anywhere, in case of trouble. The sound chamber is of violin construction, which does away with all metallic sound. Send for our phonograph catalog, which fully describes every model and shows illustrations of each. It's Free. Send today. Sure, we will take your Liberty Bonds on a phonograph and allow you face value for them.

Columbia Grafonolas



We carry a very large and complete stock of *Columbia Grafonolas* and will be glad to send you our illustrated catalog and quote you prices. We can supply *Columbia Grafonolas* in any style and with either spring motor or electric motor. The Grafonola is nationally advertised, and they are sold in nearly every town and city, but if you are in the market for one of them it will pay you to get our terms and prices. We will sell them on easy payments. Write for the Grafonola Catalog today.

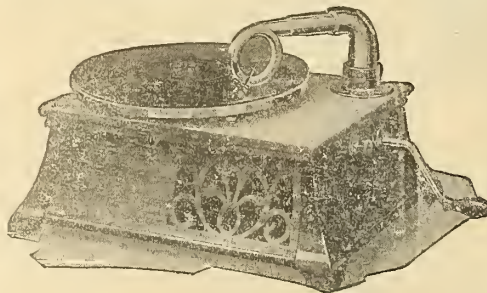
Columbia Records

We get in new shipments nearly every day and send records to customers all over the United States. We can give you prompt service and most any record you want. It will pay you to send for our complete list of records and let us put your name on our mailing list so you will receive the new record catalogs which are sent out every month.

B. & H. Fibre Needles

The use of B. & H. Fibre Needles will prolong the life of your records. They are impregnated with an oily material which acts as a perpetual lubricant and smoothes and polishes grooves of your record making it better every time it is played. The continual use of these needles will make your records wear for years. The reproduction is much better than when steel needles are used as the fibre needles remove so much of the scratch and surface noise. These needles may be used over and over again, and when they wear off so reproduction is not satisfactory they may be repointed with our Wade Fibre Needle Cutter. No danger of injuring your record by allowing needle to become dull. They may be used on any record made.

Package of 50 Needles.....25c Postpaid
Package of 100 Needles...50c Postpaid



New Model "E" Phonograph

Price Prepaid \$18.00

Plays all records—Victor, Columbia, Emerson, Okeh, Edison, Pathé, etc. The mere turning of the producer does the change for different kinds of records. This is the best buy in a low-priced phonograph. It has a genuine Artois Reproducer, the motor is of the Worm Gear Governor type. Nothing complicated to get out of order. This phonograph is durably constructed and finished in mahogany. The tone is very distinct and brings out every sound. If you want a low priced table model that will give satisfaction you can't beat this one. Sold for cash only.

Brilliantone Steel Needles

In steel needles of superior quality we can offer nothing better than the Brilliantone. They reproduce better and are easier on your records than any steel needle we know of. We have them in three tones, full tone, loud tone, and half tone. Order an assortment and see which you like best.