

The Norfolk Weekly News-Journal

The News, Established 1881. The Journal, Established 1877. THE HUSE PUBLISHING COMPANY. W. N. Huse, N. A. Huse, President, Secretary.

Every Friday By mail per year, \$1.50. Entered at the postoffice at Norfolk, Neb., as second class matter.

Telephones: Editorial Department No. 22. Business Office and Job Rooms No. 11 22.

Along with everybody else February is short.

Finland is electing a new diet. It will find this good time to leave meat out.

These airship contests are sure to be high class exhibitions whatever else may be said of them.

Nobody blames Dr. Cook for trying to lose himself and for denying his identity for so long a time.

Cairo, Ill., gets into the papers about every four or five months, and it's always the same sort of a story.

February 15th marked the twelfth anniversary of the sinking of the battleship Maine in Havana harbor.

The Paris spring hats revive the styles of 1830. Let us hope it will be 1890 before they appear again.

Considering the imminence of spring house cleaning, Dr. Cook shows very good judgment in not hiding.

For a supposedly porkless river and harbor bill, \$40,000,000 as reported by the committee seems to be going some.

The principal service rendered by Valentine's day seems to be to help the picture card dealers to work off old stock.

The trusts are blue over Taft's speech. It's a sad shock to them to learn that the people made laws to be obeyed.

It is suggested that the government station Peary at the north pole permanently to hold it against all future discoverers.

Socialist riots again in Germany. The strain of working a few weeks probably proved too much for the long-haired philosophers.

Now an international race is on for the south pole. Explorers should be warned not to leave their records under an Antarctic rock.

These bloody battles in Nicaragua are about as much out of order as when the children get to cuffing each other while playing authors.

The French antarctic expedition failed to bag the south pole. It looks as if Uncle Samuel would get both poles to set up as gate posts.

Leslie M. Shaw doesn't have any confidence in the Standard Oil crowd. Mr. Shaw wants to be very careful or he will become real popular.

Many timid people, dreading the coming contact with Halley's comet, will get pneumonia from their anxious lookout in the cool May nights.

It is 70 below zero in Alaska, but probably there are fewer colds than in this country, where people go from overheated houses into cold air.

The dirigible balloon men who propose to fly from Spain to New York seem anxious to avoid the undertakers' additions to high cost of living.

The twelfth anniversary of the Maine explosion is celebrated. Why leave our sacred relics to decay and rust in Cuba's front yard any longer?

Why ridicule the hereditary house of lords in England, when William J. Bryan has a life lease of the democratic nomination for the presidency?

A town whose property owners get behind it, as Norfolk property owners have in this paving matter, needn't worry about its future. That's assured.

Edward Payson Weston, the man who has become famous as a great pedestrian, has become rich by very successful stock ventures on Wall street.

The Tiber as well as the Seine is on the rampage. Hereafter they will take the highest historical water mark and then allow something for contingencies.

Dr. Cook's successive appearances are so many thousand miles apart, that he must have the fairy seven league boots. Perhaps these took him to the pole.

Wasn't it something of a coincidence that Bryan and Cook should both strike Santiago at the same time? The irony of fate had something to do with it.

Eggs declined in Chicago from forty to twenty-seven cents. Would that the beef kings could thus be coaxed off their perch by a few kind words and sunny days!

The highest joys of gardening are

felt in February, as we revel in the tropical luxuriance of the seed catalogues, forgetting the spindling harvests of September.

The Knights of the Grip report an unusually good trade. This is evidenced not only by the large orders received but by the number of traveling men on the road.

William Jennings Bryan now is an earnest advocate of county option. It certainly looks as if he had given up all hopes of again leading the hosts of democracy to defeat.

Germany has a form of insurance which guarantees a company or employer against strike losses, just as insurance is furnished against fire, loss of life and other disaster.

Maine is planning to establish a complete system of continuous highways throughout the state. It is a good investment of state funds and Maine is displaying excellent judgment.

Fifteen years ago grape fruit was without commercial value and had no place upon the American bill of fare. Last year four million boxes of grape fruit were consumed in the United States.

Maine is becoming famous as a potato-growing state, and many farms which had been abandoned as worn out, have been restored by proper cultivation and are producing good incomes for their owners.

A man in Chicago who has written a book showing—or attempting to show—the worthlessness of higher education is a millionaire. The college presidents who are looking for men who will help swell their endowment fund are giving him a wide berth.

A prominent speaker at a McKinley day banquet in Cleveland, O., urged republicans to "Get into the middle of the road and stand shoulder to shoulder for the performance of the party's pledges to the people under the leadership of William H. Taft."

President Taft's attitude in his private life makes him one of the people. Nothing could make him more popular. The public lays great stress, perhaps more than it should on the everyday man-to-man approachableness of the nations chief executive.

A New Jersey farmer has posted a notice warning all aviators not to fly their machines over his property "under penalty of imprisonment." The aviators are surely up against a hard proposition if they are compelled to first secure an aerial right of way.

Professor Moore, chief of the weather bureau, recently made the statement that after careful investigation he failed to find any foundation for the claim of conservationists that the destruction of the timber produced a change in climatic conditions. This is quite a blow to the conservationists.

Ringling Brothers who now control the Barnum and Bailey circus as well as their own are reported to have divided \$100,000,000 profits for the season of 1909. This year the Adam Forepaugh show will be added to the Ringling combination, making it the greatest circus combination in history.

While the meat trust is claiming that the high prices are the result of supply and demand, the state department is trying to force Germany to take down its bars against American meat products. This action suggests that there is something artificial in the prices of meat at home or that through experts of meat, the packers hope to maintain high prices at home.

Experiments in wireless telephony seem to be at a standstill. It is a fascinating toy for the scientific men, but the obstacles which stand in the way of its general use and the nature and expense of the apparatus remove all probability of its being placed on a commercial basis and brought into practical use as has been done with wireless telegraphy for a long time to come.

The Cairo, Ill., sheriff didn't help to end the race war existing in that community when he selected eight negroes as deputy sheriffs and ordered them to fire upon the white mob, killing a former mayor's son and wounding four more. And it didn't help any to allow the mortally wounded man to lie dying in the snow three hours, when there might have been a chance to save his life.

An Indian newspaper is now issued at Muskogee, Okla. It is to be edited by an Indian and every department will be printed in some Indian language. Can an old time admirer of Cooper's Indian stories recognize in the present day Indian who cultivates his farm and reads his newspaper the direct descendants of those who performed such thrilling deeds in the pages of the "Leather Stocking Tales?"

Dr. Helen Kellogg predicts that "when the race becomes thoroughly civilized we shall retire to our closets

or behind our screens to take the nourishment necessary to sustain life, not then as now to make eating the chief end of man." Any tendency toward wasteful extravagance or gluttony is to be condemned but it will be a sad day when we become so ultra-civilized that we hide in solitude like a dog to crunch a bone.

A GREAT INDUSTRY. In all the history of manufacturing in the United States nothing has ever equalled the marvelous growth in the making of automobiles. Ten years ago the manufacture of automobiles in this country was practically unknown and as late as 1903 only seven short years ago, the number of cars was less than 11,000. Last year the output was 115,000 while the estimate for the number of machines to be placed on the market is 150,000. Valuing these as worth on an average of \$2,000 a piece the total foots up to the magnificent figure of \$300,000,000 an amount of money far in excess of the original estimate of the cost of the Panama canal.

At first, France took hold of the automobile with a zest that this country knew nothing about, but now the demand is so urgent that the manufacturers cannot meet it and everywhere plants are being enlarged.

The growth of this country in real wealth is demonstrated very clearly by an industry which unknown ten years ago calls for one third of a billion dollars expenditure this year and a future which is unlimited.

Who said the American people were poor?

WHERE WE SHOULD BE PUT OFF The American people are falling over each other in honest endeavor to answer the question satisfactorily. "Why is the cost of living increasing?" There are many different answers given. The most popular and prevalent one is that it is due to the tariff.

However definitely this may seem to furnish a solution in some instances we are confronted by a series of facts which stubbornly compel us to admit that we are lost in a fog of confused statement when we content ourselves with charging all high prices up to the tariff or the "trusts."

This is clearly shown when we realize that the articles which have risen in price most sharply—butter, eggs, wheat, hogs, cattle—are each and every one of them products of the farm not affected by the tariff and not made by the trusts.

Then, again, students of current history know that this era of rising prices is in no ways confined to this country, but is felt in England, Germany, Russia and China at the same time. It is a world wide phenomenon.

The truth needs to be reiterated that altogether too many people are living in the great cities. There are too many consumers and not enough producers. However much your politician and superficial observer may hunt around for some other diagnosis, it is true now as it is true always that you cannot tamper with the old basic law of supply and demand without someone's paying toll for it.

There is need of a change if a fair equilibrium is to be restored. More people need to be put off on the fertile lands of this great country of ours and become producers. If we could change the current of individual industry and send five million people who are now consumers in the city to the farms where they would raise wheat, chickens, butter and eggs, both they and the consumers left in the cities would be benefited. It would mean lower prices, better food, and a fairer distribution of the comforts of life.

Now FOR A GREATER NORFOLK. Now that paving is assured, Norfolk may well turn its attention to the next great need of the city—the need of fair freight rates, as compared with those cities which are now being built up through wholesale business from the territory which logically and naturally is tributary to Norfolk.

Sloux City began a fight for freight rates a few weeks ago, and already has the money raised for the campaign and two men in Washington looking up rates. Two freight rate hearings are to be held in Omaha this week, Omaha claiming that railroads are discriminating against it in favor of Lincoln.

There is no time to be lost in this campaign for a greater Norfolk. And there is no time like the present to begin. With prospects of the Northwestern extending from Dallas in the spring, thus opening up still more territory, and with prospects of a line across from Sloux City to Niobrara to tap territory that ought to be won for Norfolk in a wholesale way, the time is ripe for immediate action, and the longer it is delayed, the more Norfolk will lose out.

The business men of the city are ready to unite with a solid front. The News believes, in this demand for the city's rights. The Commercial club directors, as the organized representatives of the business men, thus have an opportunity presented to them to plan and carry out a movement which ought to mean more for Norfolk just at this time, with its territory so rapidly expanding, than any step taken in Norfolk's interest for a great many years. It would seem that the Commercial club directors would be justified in concentrating their energies upon this one big goal.

Norfolk is geographically located as the center of a vast and prosperous

territory. Its importance in this respect has been remarkably increased during the past few years by the expansion of this territory, through new railroad extensions and land openings. And that expansion is going to keep right on offering more and more opportunities to Norfolk as the commercial center of a great field, if Norfolk will but take advantage of the opportunities and, by securing fair freight rates, allow wholesaling to be established here on a big scale and compete with the more distant cities now serving in that capacity, and growing rapidly as a result of the discriminations granted them by the railroads as against Norfolk.

An equalization of freight rates, giving Norfolk a chance to compete even on an equal footing with cities not nearly so favorably located to serve this territory as is Norfolk, ought to mean the beginning of a greater Norfolk. It ought to mean 10,000 people for Norfolk by 1915.

It is stated on many sides that Norfolk is suffering from discrimination in freight rates. The News suggests that the Commercial club directors might very opportunely raise a fund among business men for employing legal assistance in assembling the data in the case, and get the facts to the interstate commerce commission for adjustment, with all possible haste.

The securing of fairer freight rates for Norfolk might very properly be greeted as the greatest achievement that any set of Commercial club officers had ever gained along the line of building a greater Norfolk.

And now's the opportune time to go about it.

It's a safe bet that Norfolk will pave.

Dr. Cook has nothing to say. He's said too much already.

Only a few hundred more front feet are needed on the paving petition. Have you put your front feet on the petition yet, Mr. Property Owner?

A West Point woman in Norfolk the other day said that the 8 o'clock closing law has had the effect in that town of making dinner parties better attended by the men.

Many a dull day in the news line has been saved by a dispatch from Washington that the time for the Yankton-Norfolk bridge across the Missouri, had been extended.

How would you like your chum to steal your girl from you and then later finish paying the installment on the ring you purchased for her? That's what a Norfolk youth did.

Friendship between two Norfolk boys was suddenly called off a few days ago when one of the boys stole the other's sweetheart after being introduced to her. The loser of the girl took out his revenge by lying in wait for the other and thrashing him.

Six Norfolk girls are learning how to shoot a rifle and to ride horseback preparatory to settling on homesteads in the next opened portion of the Rosebud. One Norfolk girl who settled on a claim in Tripp county drew a husband, which may or may not have anything to do with the present case.

Norfolk is proud of the enterprising spirit shown by the practically unanimous signing of the paving petition by local property owners. It's the kind of spirit that will put this town on the map in the next few years, in bigger letters than ever before.

ATCHISON GLOBE SIGHTS. Some people like to make you blush! Call for No. 11 on the telephone, and the girl operator will correct you by asking: "Double one?"

We always rather like a man who has been to hell, and returned to give notice to the other boys that it is a good place to keep away from.

On every typewriter there is a bell which rings and gives warning when you are approaching the end of the line. What a pity there is not a bell to give men warning in a thousand other particulars!

Every time a reformer becomes a leader, and makes money out of his leadership, investigation will reveal that the people were considering his reform before he thought of it, and would have pushed it to accomplishment without leadership.

Some one writes to ask the Globe why the Lysander John Appleton family is exempt from paying to the support of their church. "All of the rest are taxed," says the Waller, "but they escape." This is the reason: The church board is afraid that if a request is made of Mr. and Mrs. Appleton for money, they will say they can't afford it, but that they will donate Daysey Mayme's voice to the choir.

When a man is very young, and as green as a gourd, he talks a great deal about the need of a place where he can take exercise and a plunge bath, and make a man of himself. As the green in him turns yellow, he realizes that exercise and plunge baths make men of no one. He who wants to make a man of himself must do it by hard work, patience, ability, and a wiping out of all that savors of self-conceit.

Home Course In Live Stock Farming

XVII.—Marketing Live Stock.

By C. V. GREGORY, Author of "Home Course in Modern Agriculture," "Making Money on the Farm," Etc.

Copyright, 1909, by American Press Association.

THE business of the live stock farmer is only partly done when he has successfully prepared his stuff for market. This is especially true of the man who is raising pure breeds. With him the difference between failure and success depends upon his skill in interesting buyers in his stock. The best plan for the man who is just learning the business is to start in on a small scale, buying only one or two females at first. The young stuff for the first year can be most profitably sold to farmers. There is always a good de-

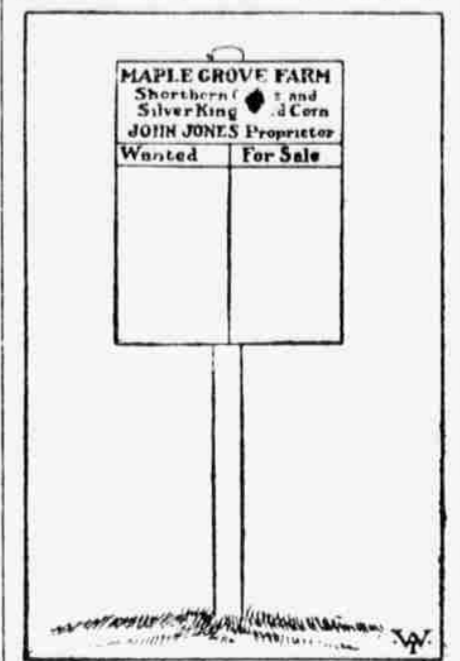


FIG. XXXI.—AN ATTRACTIVE SIGNBOARD. mand, especially for male stock. If the stuff is growthy and of fair quality it will bring prices considerably in advance of the ordinary market.

Advertising.

One of the best ways to reach the farmer trade is to advertise in the country newspapers. These reach the bulk of the farmers in their territory, especially the progressive ones, and will bring your stuff to their attention in a way that nothing else will do. Do not confine your advertising entirely to the want ad page. When you have stuff to sell get rid of it quickly by attractively got up ads. Merchants have found newspaper advertising a necessary part of their business. It is just as necessary to the farmer who has stuff to sell. How should the public know that the farmer has something to sell if he keeps the fact a secret?

A large number of the people who are interested in your stock will drive over to see it. Have the stock that is for sale divided up into small bunches of uniform size, as they show off better in this way.

As a general rule, it is best to show the smallest ones first and the larger ones later, working the prospective buyer up to a climax, as it were. If you have the sire at hand and in good condition it will be a help in making sales. Never misrepresent your stuff, but do not hesitate to point out all the good points that the animals possess. It will be advantageous in establishing a permanent trade to guarantee the animals to be as represented, the males to be breeders and the females to be safe with young if sold that way. You will occasionally get an animal back, it is true, but the loss on a few such animals will be more than made up by the increased confidence people will have in you.

For answering such inquiries as come by mail letter heads and return envelopes are a great advantage. Printed stationery gives a businesslike air to a letter and makes the inquirer think he is dealing with a business man. A cut of some of your best animals adds to the attractiveness of the letter head. Such a cut can be made from a good photograph for not more than \$1.50. It is best to have the printer order it for you, as he will know the style that will go best with the paper you are using. If one of the boys or girls has a kodak a print of one or two of your best animals enclosed with replies will give the prospective buyer a better idea of what you have to offer than any description would. Be honest in your descriptions and do not hesitate to state the animal's faults fully.

Selling to Breeders. As your home trade grows and you gradually work into a higher grade of stock you will begin to want higher prices. To get them you must sell to breeders. To reach these in large numbers advertising in one or more of the agricultural papers that circulate in your territory is necessary. A simple card will bring many replies. When you have something special to offer a large ad. will prove profitable.

Of course most of the sales made in this way will be by letter, though an occasional man will come to see the stuff. If you live more than a mile from town it will pay to make arrangements with the liveryman to bring out unexpected visitors at your expense. Little things like this help to create a favorable impression. Where there are many inquiries to answer a typewriter is a great advantage, as letters written in this way are much neater and more businesslike. With a few days' practice one of the boys or girls will be able to write as fast as by hand and put out a very neat letter.

Rebuilt typewriters of the standard makes are more satisfactory than the cheaper machines. Very good rebuilt machines can be bought at prices ranging from \$25 to \$50.

Stock to be sold to breeders must be in a little better condition than for the farmer trade. It must also be up to the breed standard of weight for age. For shipping breeding stock crates will be necessary. These should be well built of light and strong material. If the animal is to be shipped a long distance a small self feeder at the front of the crate can be fitted with feed and directions given to the expressman to provide water occasionally.

Selling on the General Market.

The bulk of the stock grown is, of course, sent to the general market. It is a great advantage in marketing to be able to sell in carload lots, as in this way you can ship the stock your self and get all there is in it. The time to sell cattle, hogs and sheep depends largely upon the price of feed and the condition of the market. This is something that can only be told by long experience. As a general rule, feeders lose their nerve and sell a little too soon, as is shown by the flood of half fat cattle that comes on to the market at certain seasons of the year. Much of this stuff is bought up by feeders living near the big markets and the fattening process finished. If these men can afford to do this on high priced land and feed, the farmer can certainly afford to put on a little more finish before selling in the first place.

Cattle that have been fattened on grass should be shut up in the yard at least two days before shipment and fed timothy hay and oats. Cattle that have been having dry feed should have the grain ration changed to oats and the roughage to timothy hay for the twenty-four hours preceding shipment. Do not give more than half a grain ration for the last feed before they are loaded and do not give any salt for a few days before shipment. Do not water heavily for a few hours before loading. Bed the ear well with bright straw and do not crowd it too full. Much of the art of getting the cattle on to the market with little shrinkage depends upon quiet handling. If they are to be driven any considerable distance it should be in the cool of the day. They should be loaded as quietly as possible. Where cattle are to be on the road more than twelve hours the racks should be filled with timothy hay.

As soon as the cattle are unloaded at the stockyards they should be watered and then given a feed of good hay, together with some ear corn. Be sure that the trough is full of water before the cattle begin to drink or they will suck themselves full of wind instead of water. Turn the stock over to some reliable commission man to be sold and be at hand yourself to see how it is done and to look after your own interests. You will get better service if you employ the same commission man each year than you will by changing around.

The same general rules for preparation for shipment will apply to sheep and hogs as well as to cattle. If it happens that a load of hogs has to be kept overnight in the yards before being sold be sure to load them well, as lack of bedding will cause as much shrinkage as lack of feed.

In case you do not have enough stock of your own to ship in carload lots you can often go in with one or more of your neighbors to make up a load. Many of the farmers' co-operative companies make a practice of collecting and shipping hogs for their members. The company receives enough commission to pay for the trouble, and the farmers receive better prices than they otherwise would.

In many parts of the country a good local market can be obtained, though usually local markets cannot afford to buy high class animals. Selling to local buyers to advantage demands a close study of market conditions.

Selling Horses. Many farmers make the mistake of marketing their horses too young. It rarely pays to sell a colt before it is trained. A little time spent during the winter in training a horse will add considerably to its market value. This training should begin even before the colt is weaned, as he can be handled more easily at that time. He should be first taught to lead, then to obey the word and rein and later to pull, back and stand without tying. As a finishing touch he should be taught not to fear automobiles or cars.

After the colt is two years old he will do enough work to pay for his keep. It will generally be most profitable to keep him until he is full grown before selling him. The more flesh a draft horse carries the better he will sell. The increased weight is worth at least 25 cents a pound, and the fat will cover many defects.

Tanning. Johnny—Don't use bark to tan hides with, pa? Father—Yes, my son, but if you ask any more questions this evening you'll find that a slipper does just as well.

A Mean Comment. The Man—She looks nice enough to eat. The Woman—M'yes; plain food seems to appeal to some people.—Loudon Illustrated Bits.



FIG. XXXIII. PART OF THE VEAL CROP.

ter prices than they otherwise would. In many parts of the country a good local market can be obtained, though usually local markets cannot afford to buy high class animals. Selling to local buyers to advantage demands a close study of market conditions.

Selling Horses. Many farmers make the mistake of marketing their horses too young. It rarely pays to sell a colt before it is trained. A little time spent during the winter in training a horse will add considerably to its market value. This training should begin even before the colt is weaned, as he can be handled more easily at that time. He should be first taught to lead, then to obey the word and rein and later to pull, back and stand without tying. As a finishing touch he should be taught not to fear automobiles or cars.

After the colt is two years old he will do enough work to pay for his keep. It will generally be most profitable to keep him until he is full grown before selling him. The more flesh a draft horse carries the better he will sell. The increased weight is worth at least 25 cents a pound, and the fat will cover many defects.

Tanning. Johnny—Don't use bark to tan hides with, pa? Father—Yes, my son, but if you ask any more questions this evening you'll find that a slipper does just as well.

A Mean Comment. The Man—She looks nice enough to eat. The Woman—M'yes; plain food seems to appeal to some people.—Loudon Illustrated Bits.