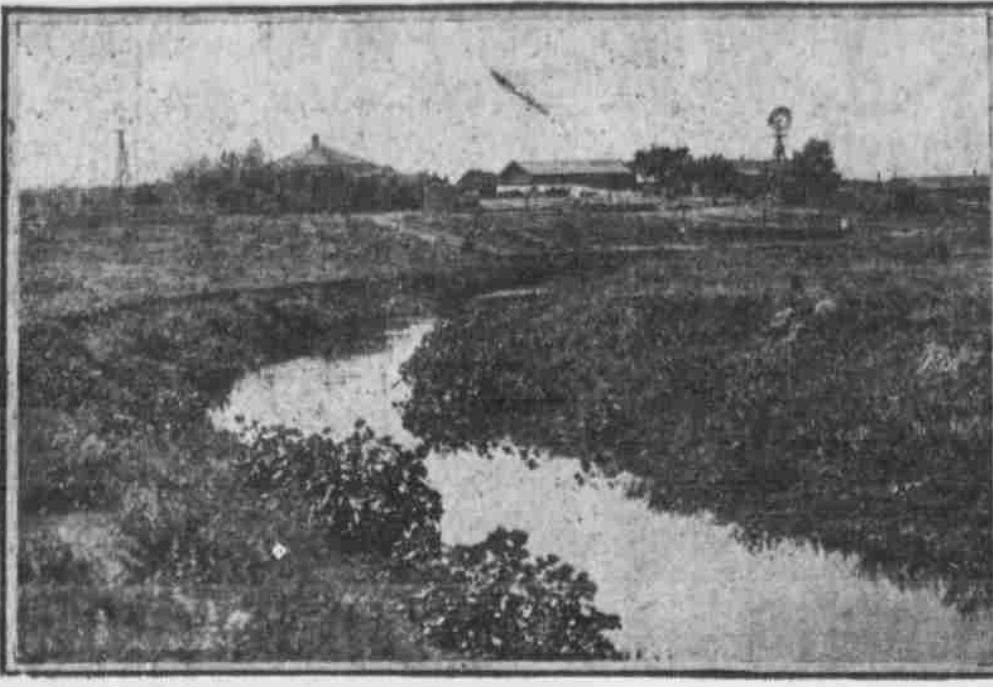


The Magic Change in Eastern Colorado, by Mr. A. W. Winegar

Does the Same Process Employed by Nature in the Growing of Plants, Shrubs and Human Beings Extend and Include Countries and Worlds



FARM BESIDE A RUNNING BROOK IN KIT CARSON COUNTY.



SOD CORN OVER SIX FEET HIGH.



HOME SEEKERS INSPECTING FIELD OF WHEAT.

WE HAVE come to understand these last few years of great scientific discoveries that the laws of evolution and progression pervade and include all forms of life. It has been demonstrated that just as a child is born without its full faculties and grows into them gradually, by force given it from nature and the help from parents and others, so countries are created. It would be just as unwise to say a certain country or part of a country was unproductive at the present time because it had been so at some period of its past history as it would to say of a 5-year-old child, "He can't walk and I know it because I knew him four and a half years ago and he could not walk at that time."

Nature's Wonderous Ways

There are men in Omaha today who have known the Missouri river as the eastern border of a semi-arid waste extending far to the west, with a very limited amount of rainfall, and so uncertain as to cause misery untold to the hardy pioneer who braved the inhospitable realm to make a fight for a home. Slowly and majestically, with the force of all Omnipotence in and behind, has the line moved westward, leaving prosperity, plenty and happiness in its wake. The present generation marks the advance across the states of Nebraska and Kansas, and notes the dawn of the new birth across the line into eastern Colorado. Only the unthinking would call it chance or mere happening. The question the thinking man asks is, Where will it stop? Will the deserts as bounded now slowly contract until they are swallowed up in luxuriant fields of grain, and trees spread out their branches to the blue skies where now only the lonely cactus breaks the monotony of the desert? We have only to go back 100 years, ac-

ording to the report of the Lewis and Clark expedition, to learn that Iowa, Minnesota and the Dakotas were then an arid desert, not semi-arid, mind you. Is it civilization and man's energy that causes the evolution, or is it simply a process of nature, or both? Let us go back to the child. Does it grow and develop of its own accord? Could nature take a new-born babe and grow it into a strong, healthy man? Hardly. In order to develop a child nature calls to her aid those who have already grown strong and are not only self-sustaining, but have the strength to help those less strong. After they have helped the child to reach a partial self-dependent state, it in turn is able to reach out a helping hand to those younger and weaker than itself. The analogy is closer than one might think who had not given the subject thought. We have seen one county after another redeemed across the states of Kansas and Nebraska. You will recall the change was very gradual, only one county or a part at a time. If you will recall the condition you will remember the change came into certain counties after there was more land brought under cultivation to the eastward of the particular county you have in mind. It was the effort of those people to the east who broke up the heat reflecting buffalo sod and who caused grains and corn to grow in its place, that caused more moisture to fall not only on them, but a considerable distance to the westward, making it possible for them, in turn, to bring under cultivation their territory and help along those to the westward of them.

Learned By Experience

While we firmly believe that every acre of land up to the Rocky mountains will in time raise good crops without irrigation, still I would not advise one to go too far ahead of the devel-

oped country. I am giving advice I did not use myself, as I went to Kit Carson county, Colorado, and during my first three years there purchased over 100,000 acres of land, which my friends and others assured me would never be good for anything but grazing. A great many of them, however, are now purchasing similar land from me at twice and in some instances three times what I paid for them. A wise philosopher once said if the Lord would deliver him from his friends, he would take care of his enemies himself. I am sure I would never have owned an acre of land in Colorado had I taken the advice of my friends. I am sure, also, I have always been the gainer by doing my own thinking and using my own judgment, and I have noticed, too, that those who get on in the world have the habit of getting away from other people's opinions.

Unusually Productive.

I am offering for sale lands in Kit Carson county at from \$5.00 to \$8.00 per acre that for the last four years have been producing when farmed properly from \$10 to \$20 per acre, and yet only a small per cent of the people to whom I talk, and whom I try to interest, will go to inspect for themselves. They reason that if such were the case the lands would not be offered at this price. They forget that we are dependent entirely on selling the lands to just such people as they, who are not familiar with the conditions. The country needs settlers who will bring the land into a profitable state of

cultivation, and this only, to make every acre worth \$50 an acre. It is fortunate for a new country that there are at least a small per cent of enterprising, brave, fearless souls in the world who will go and investigate for themselves rather than to turn to their ancient history or depend on what some pessimistic banker, who wishes to keep all the money in his own country, tells them. To illustrate how those who inspect and look into the conditions feel, we will say that out of thirty-five customers who went out on our excursion of August 15th, we sold thirty-one people, and it was not because the other four were not pleased that they did not buy. I have run a special car every two weeks for eight months, and on each trip have had from thirty to fifty people, and on no occasion have I failed to sell to at least 75 per cent of those who went out, in many instances selling to those who did not expect to buy, they having gone out to inspect with a view of buying later, perhaps. I know the worth of the land so well and feel so sure it will be selling for five times its present price in from three to five years, that I cannot help but enthuse and make statements that unless you investigate for yourself you might feel were pretty strong.

A Few Reminders

Kit Carson county, Colorado, received its first settlement about seventeen years ago, at which time the usual crowd of nondescript homesteaders came in. Perhaps not one in ten

had ever farmed or intended to farm. The most of them either commuted at the end of the fourteen months, or proved up on pre-emption in the same length of time. Now, the object of this entire people was to get a piece of land for nothing, and then get the most out of it they could. Had the conditions been perfectly favorable to crop-raising, these people would never have made a dollar raising crops. At this time there were representatives of eastern loan companies there, who received from 1 to 2 per cent commission on each loan they placed. It was to their interest to make the loan as large as possible. They gave glowing accounts of the possibilities and resources of the country and influenced their companies to loan as high as \$2,000,000 per quarter on that wild land; naturally everyone who wished to realize on their land made as large a loan as possible and left the country, and to square themselves with their friends gave the country a very bad reputation, and, naturally, the eastern capitalists have never warmed up to any perceptible degree to eastern Colorado or western Kansas since those days. They few who stayed, finding so much good feed going to waste, gradually worked into cattle. They soon found they could make money without working, as the cattle wintered themselves. They grew selfish and tried in every way possible to keep out settlers who would farm, as it interfered with their business. This is so well known to most of you that I

hardly need mention it. I wish to say, however, that during the past eleven years, the time this country has been under my personal observation, that I know at least six men in Kit Carson county who have raised nine crops out of these eleven years that would pay interest on \$50 per acre of land each year. The trouble is, those who purchase cheap land usually do not treat it as well as those who buy \$50 land, and therefore do not get as good returns.

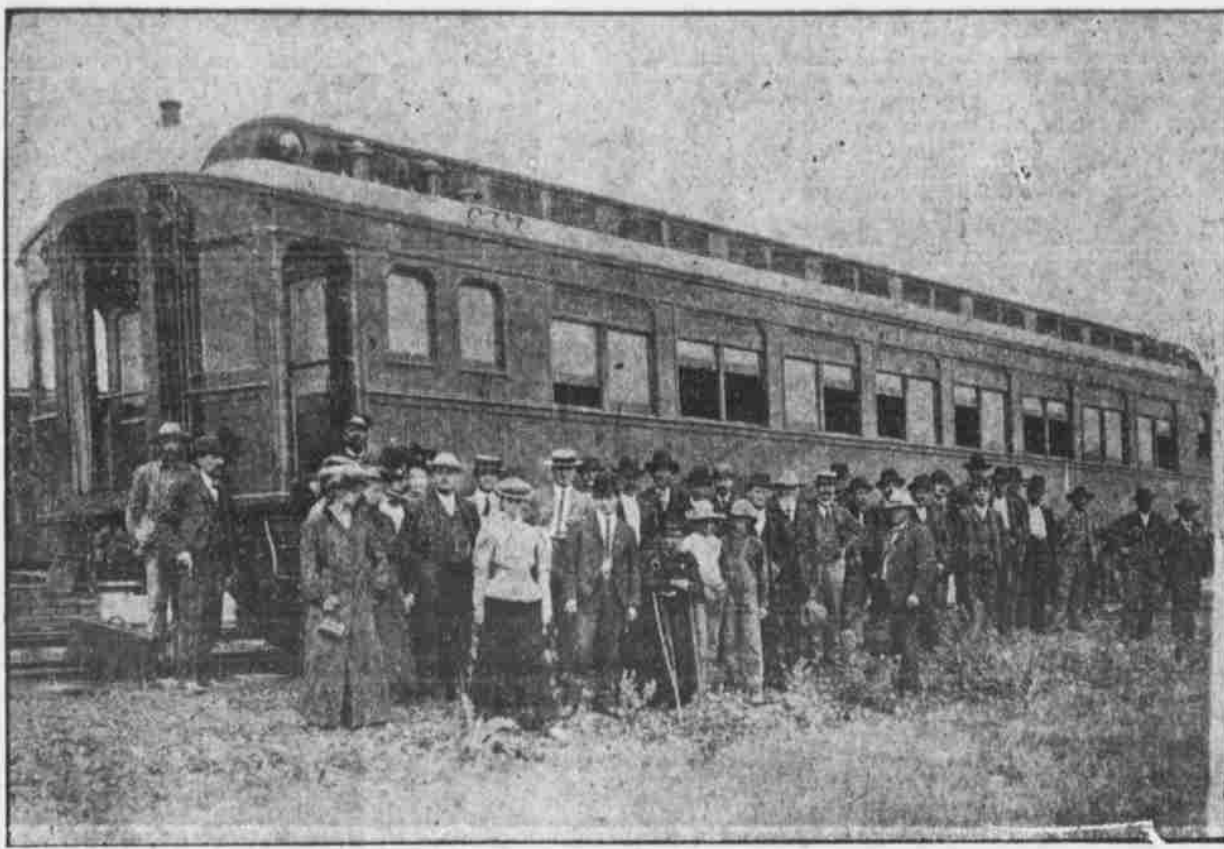
Westward Movement

The tide of immigration is working our way. Heretofore my efforts to turn emigration to eastern Colorado was like pushing a craft against a stream—now that the tide is changed I have no need to push, but only to guide. I have recently gotten out a pictorial folder showing a number of growing fields and harvest scenes that will compare favorably with any country in the world. I am sure you would be surprised to know the actual conditions as they exist there, and if you live out of town and cannot visit me at my office a postal 2will bring this folder to you. It may be the means of changing your life from drudgery to that of prosperity and plenty. I only wish to say in conclusion that all I ask is a chance to convince you; I want you to be your own judge, but be sure you are, and do not be sidetracked by some one who may be honest, but is not familiar with the actual conditions and is in no better position to judge than you; nor should you go to that type of pessimist known as the conservative business man; the kind who will agree our country is good and safe after it is selling for \$50 per acre, and will be out of your reach. Just remember this: There is not an acre of land in Iowa, Minnesota, the Dakotas, Kansas or Nebraska but what went begging at \$5 per acre, and many a man who

is poor today might have a home and be independent if it were not for the good, kindly advice of this same conservative business man. Now, don't forget this; it's the most important statement I have to make, for it means that when land is selling at \$5 per acre, regardless of where it is, only a few will ever believe it is going to be worth any more. Remember, "fortune favors the brave," and don't be unwise enough to call a man lucky if he happens to own a large acreage of high priced land that he purchased when it was below \$10 per acre. Remember, as you call him lucky today, at the time he purchased he was classed with the fools, and both classifications are wrong. The cost of inspection was never so low as at present. There has recently gone into effect a special homeseekers' excursion rate, on October 3d and 17th, of \$10 from Omaha to Burlington, Colo., and return, or from points east of the Missouri river 75 per cent of one first-class fare for the round trip.

I furnish free of charge sleeping accommodations on my special car which lays on the track at Burlington while we are there for the accommodation of those who care to use it. Good meals while there may be had at 25 cents. If you live in the city and wish to better your condition do not fail to inspect some of the samples of the products of Kit Carson county, which you will find in my office at 1618 Farnam, where I will be glad to meet you and give you any information you may want. Our next excursion will leave Omaha next Tuesday evening at 8:50, landing us in Burlington in time for an early breakfast. If you are interested at all you cannot afford to delay, as the acreage being offered for sale is growing smaller on each trip, and consequently from now on prices will advance very rapidly, as those who buy on speculation scarcely ever let their land back without adding from \$2.00 to \$5.00 per acre. In conclusion, let me impress you with this fact: This country has now reached the stage where all it needs to make it worth \$50.00 per acre is enough settlers; will you be one to take advantage of the rise in value that will come with settlement, or will you go out later and pay perhaps ten times what the land is now selling for?

Yours truly,
A. W. WINEGAR,
1618 Farnam St. Omaha, Neb.
P. S.—If you feel you might be able to interest three of your friends in this proposition I have a special offer to make to you.



SHOWING MR. WINEGAR'S SPECIAL CAR AND CROWD OF BUYERS.



WE SHELLED 8,000 BUSHELS RAISED 1904.



VERY DESIRABLE COUNTY FOR DAIRYING.



MANY SUCH PILES OF CORN IN THE COUNTY.



MR. WINEGAR IN OAT FIELD ON HIS HOME RANCH.