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Sheep and Victory Number of the

CLOVER-LAND

MAGAZINE

JUNE 1918

THE PEIER
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MARGUERITE MICH...

NOTICE TO READERS:—When you have finished reading this magazine place a 1-cent stamp on this notice, hand same to any postal employee and it will be placed in the hands of our soldiers and sailors at the front. No wrapping—no address.

A. S. BURLESON, Postmaster General.

These Strong Clover-Land Banks Are Ready and Willing to Give Every Possible Co-operation to New Comers. They Invite Correspondence.

First National Bank of Calumet, Calumet, Michigan, Capital \$200,000.00. CALL IN AND SEE US. We are always pleased to serve you. Officers: John D. Cuddihy, President, Edward Ulseth, Vice President, Edward F. Cuddihy, Cashier, Daniel C. Harrington, Asst. Cashier, Pierce Roberts, Asst. Cashier.

The State Bank of Ewen, Ewen, Michigan. Officers: L. Anderson, President, J. S. Weidman, Jr., Vice President, E. J. Humphrey, Vice President, A. M. Anderson, Cashier. Directors: L. Anderson, Calderwood, Mich., J. S. Weidman, Jr., Trout Creek, E. J. Humphrey, Ewen, J. N. Howlett, Bruce Crossing, J. F. Foglesong, Ewen, Nugent Dodds, Ewen, A. M. Anderson, Ewen.

First National Bank of Menominee, Menominee, Michigan. Resources Over \$1,600,000.00. Oldest and largest Bank in Menominee County and under same management for 32 years. Depository for United States and State of Michigan. Officers: G. A. Blesch, President, John Henes, Vice President, C. W. Gram, Cashier, F. G. Wanek, Asst. Cashier.

The Newberry State Bank, Newberry, Michigan. Capital, \$30,000.00, Surplus, \$ 6,000.00. A General Banking Business. Commercial and Savings Departments. 3% Interest paid on Savings Deposits. Officers and Directors: F. P. Bohn, President, W. G. Fretz, Vice President, L. H. Fead, Vice President, E. M. Chamberlain, Cashier, E. L. Fretz, J. C. Foster, Andrew Weston, Matt Surrell.

First National Bank of Bessemer, Bessemer, Michigan. Capital, Surplus and Profits, \$125,000.00. Oldest Bank in Gogebic County.

First National Bank of Iron River, Iron River, Michigan. Capital, \$50,000.00, Surplus, \$20,000.00. We invite letters of inquiry regarding Iron County. Ellsworth S. Coe, President, Wm. J. Richards, Vice President, A. J. Pohland, Cashier.

The Lumbermen's National Bank, Menominee, Michigan. One of the Oldest and Strongest Banks in Clover-Land. Officers: Warren S. Carpenter, President, Wm. Webb Harmon, Cashier.

First National Bank of Sault Ste. Marie, Sault Ste. Marie, Michigan. Since 1886 this strong bank has been interested in the growth and development of Chippewa County. Correspondence invited. Officers: R. G. Ferguson, President, Otto Fowle, Vice President, Chase S. Osborn, Vice Pres., E. H. Mead, Vice President, Fred S. Case, Vice Pres. and Cashier.

Escanaba National Bank, Escanaba, Michigan. Assets over \$1,000,000.00. Bank with an institution whose directors and officers are actively interested in Clover-Land.

First National Bank of Marquette, Marquette, Michigan. Over T w o Million Dollars of Resources. Officers: Louis G. Kaufman, President, Edward S. Bice, Vice President, Charles L. Brainerd, Cashier.

Commercial Bank of Menominee, Menominee, Michigan. "The Bank of The People". Invites correspondence from prospective settlers. You can bank by mail with us.

First National Bank of St. Ignace, St. Ignace, Michigan. The oldest and largest Bank, and the only National Bank in Mackinac County. Your business inquiries will receive prompt and courteous attention. Officers: O. W. Johnson, President, E. H. Hotchkiss, Vice President and Cashier.

THE FIRST NATIONAL BANK OF ALGER COUNTY, MUNISING MICH. Illustration of the bank building. William G. Mather, President, G. Sherman Collins, Vice President and Cashier, John N. Korpela, Asst. Cashier.

Marquette National Bank, Marquette, Michigan. Capital and Profits, \$160,000.00, United States Depository. We invite correspondence. Officers: J. M. Longyear, President; D. W. Powell, Vice President; F. H. Begole, Vice President; F. J. Jennison, Cashier; H. R. Fox, Assistant Cashier; E. A. Brown, Second Assistant Cashier. Directors: John M. Longyear, J. G. Reynolds, Wm. G. Mather, Daniel W. Powell, A. T. Roberts, Fred H. Begole, Austin Farrell, Dan H. Ball, R. P. Brownson, Frank J. Jennison.

Houghton National Bank, Houghton, Michigan. United States Depository. Capital - - - - - \$200,000, Surplus - - - - - \$200,000, Undivided Earnings \$250,000. Officers: J. H. Rice, President, W. D. Calverley, Vice President, A. N. Baudin, Vice President, C. H. Frimodig, Cashier, R. T. Bennalack, Asst. Cashier, Edward Rompf, Asst. Cashier, F. C. Stoye, Asst. Cashier.

The Marquette County Savings Bank, Savings Bank Building. Illustration of the Savings Bank Building.

CLOVER LAND

MAGAZINE

The Home Magazine of the Upper Peninsula of Michigan

EDITED BY ROGER M. ANDREWS OF MENOMINEE

Vol. VIII No. 1

MENOMINEE, MICHIGAN, JUNE, 1918

\$1.00 A YEAR

To the Red Blooded Men of the West:

Clover-Land, the Upper Peninsula of Michigan, comprising one-third of the great state of Michigan, extends to you a cordial greeting and an invitation to come and enjoy the blessings of the greatest sheep and cattle country in the world.

We do not ask you to take our word for anything but the welcome.

We do ask you to visit our clover fields, see our generous supply of pure water, look over the grandest pasture lands that exist outdoors, and find the answer yourselves.

We have the pasture lands, you have the sheep. Let us get them together in these luxuriant low-priced pastures, at the very door of the Chicago market, only 250 miles away.

Have the new homestead laws embarrassed your work in the west?

Have the homesteaders taken the water holes your herds needed?

Have predatory animals cut down your flocks?

Have the storms on unprotected prairies cost you loss?

Come, then, where these troubles do not exist, but where land is available freely for an experiment, where there is clover and hay in plenty and an open-handed welcome from your new neighbors, your new bankers and some folks you knew on the western ranges, who are now making Clover-Land their happy and prosperous home.

Clover-Land has a larger area than Massachusetts, Delaware and Connecticut combined.

Clover-Land has a greater population than Idaho, Wyoming, Arizona or New Mexico.

The assessed valuation of Clover-Land is greater than the combined assessed valuation of Utah and New Mexico.

Houghton county, in Clover-Land, has a larger population than Nevada and a greater assessed valuation than New Mexico.

There are more miles of railroad in Clover-Land than in Nevada, Utah or Wyoming.

Clover-Land has sunshine more than twelve hours a day from March 20th to September 22nd, and, in June, the sun shines nearly 16 hours a day.

There is not a city in Arizona, Nevada, New Mexico or Wyoming as large as Escanaba, in Clover-Land.

There is not a city in Wyoming, New Mexico, Nevada, Mississippi, Arizona, North Dakota or South Dakota as large as Calumet, in Clover-Land.

Within the past four years Clover-Land has spent three million dollars for good roads.

Clover-Land has more public schools than Wyoming, New Mexico, Arizona, Utah or Nevada.

There are 75 banks in Clover-Land, the savings deposits of which are greater than all the savings deposits in Colorado, Kansas, Montana or Oregon.

This great empire of opportunity is, if Frank Hagenbarth of Utah is any competent judge, the "greatest cattle and sheep country in the United States, if not in the world."

The Upper Peninsula Development Bureau and the Clover-Land Magazine have nothing to sell you. But we offer you the chance your sheep and cattle have needed, and we ask you simply to come and see for yourself that we are telling the truth, the whole truth and nothing but the truth about this pasture lands, where hundreds of thousands of rich cut-over grazing clover lands are offered to you for a two years' test, without money and without price.

Can you beat it in all the world today?

ROGER M. ANDREWS,

Editor Clover-Land Magazine.

CLOVER LAND

"The Greatest Live Stock and Dairy Country in the U. S. A."

By **FRANK J. HAGENBARTH**
President National Wool Growers' Assn.

Hagenbarth Facts

"You have the greatest livestock and dairy country in the United States if not in the world."

"You can care for 8,000,000 sheep and 1,000,000 head of cattle."

"This would represent a \$15,000,000 asset to our country where there is nothing today."

"The gross earnings from these sheep would be for wool—\$25,000,000; for baby beef—\$20,000,000; for fertilizer, clearing of land and other minor advantages of livestock grazing \$15,000,000. This gives you an annual return of \$100,000,000."

"I believe that these figures could be doubled but want to be conservative."

"Bankers must be made to see the vision of the future. They must be ready to loan money to assist sheep and cattle men."

"Land owners must make very attractive offers to the Western men who are fast being driven from their old homes."

"The prosperity of the sheep and cattle business will greatly overshadow your mining and lumber industries. The timber and ore will give out but your grazing industries will add to the value of your country as time goes by. It is just the opposite of your present great industries. Bankers and land men can hasten this by assuming a broad policy. Prosperity will come without this but not so quickly."

"If I were twenty years younger I would like nothing better than to come here and show you what I could do. Our business was an \$18,000 proposition when I was younger. Today it is a \$3,000,000 affair. I could do even better here."

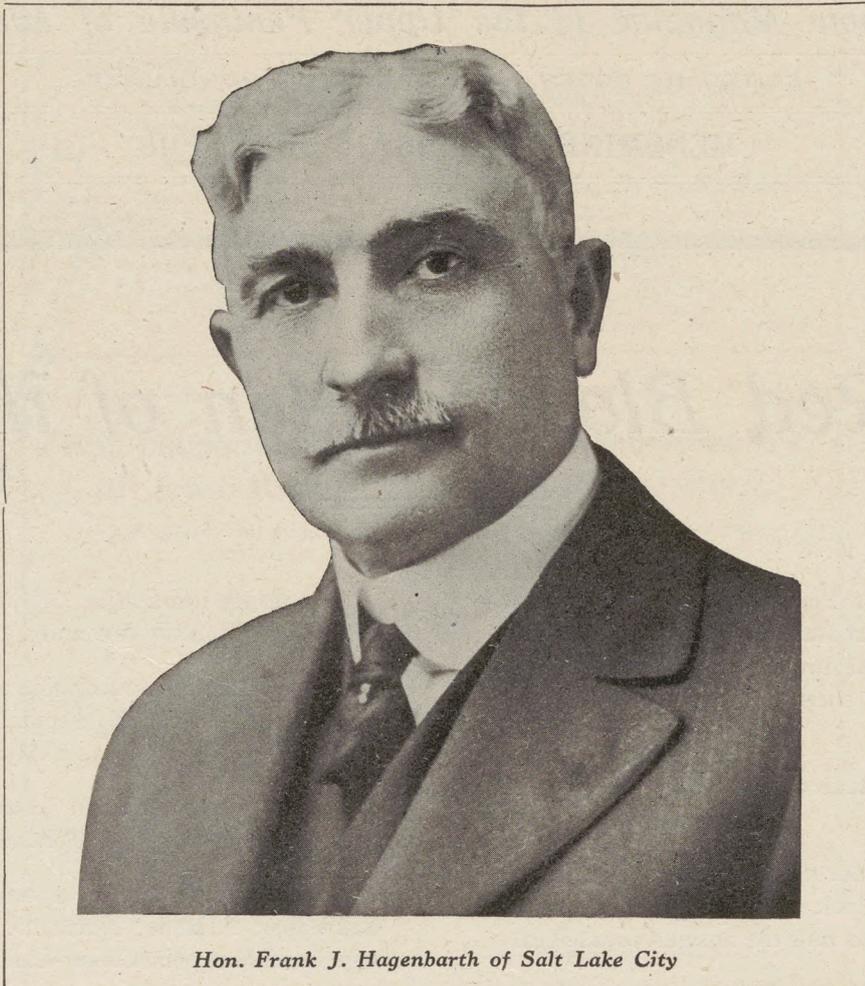
YOU people of Upper Michigan, of Clover-Land, are losing an annual return of \$85,000,000; you are permitting the best grazing and dairy lands in the whole world to lie idle and you are failing to do your patriotic duty by not presenting to the nation the wonderful opportunities which your region offers to the sheep and cattle men," was the startling charge of Frank J. Hagenbarth, president of the National Wool Growers' association of Salt Lake City, Utah, on October 10th, 1917, in a talk before a conference of 82 Clover-Land men at Menominee.

"If I were twenty years younger I would come into your remarkable country and do even more than I have in the West. I went there three years ago, got a small interest in grazing business worth \$18,000 and today that industry has grown to a valuation of \$3,000,000. I could do even more than that here and if you people do not awaken to your wonderful opportunities then you are not doing your patriotic duty and you are going to lose the chance of making millions because the Western grazing men, who are being driven out of that country, will come here and take your fortunes away from you," continued Mr. Hagenbarth.

His talk in full follows:

Best in the World.

"My friend, R. E. MacLean, chair-



Hon. Frank J. Hagenbarth of Salt Lake City

man of Delta county board of supervisors, told me yesterday the story of the Texan who boasted that all his state needed to make it a paradise was a little better class of people and a little more moisture. Some one in the audience reminded him that Hell needed only that. I do not put Michigan in the Texas class in that regard, but I do say that the prime necessity in the Upper Peninsula is more people and less brush and woods. You have the best country on earth for live stock and grazing. It is a well known fact that the best stock is raised in the colder countries, and that they produce the best wool. Sheep and cattle deteriorate in the warmer countries and that is why Texas and other southern states send their young beef north to be invigorated and fattened. One of your four year old steers would weigh from 1,400 to 1,500 pounds, against a weight for a similar steer of 1,100 pounds in Texas.

Have 16,000,000 Acres.

"You have sixteen million acres suitable for grazing. You can never hope to really become a corn country and your success with wheat may be uncertain, but nature designed this upper country for live stock, and favored it in that regard as it favored no other section of our country. If at the beginning you put in one and one-half sheep to the acre on only half your available land, with cattle in the low-lying tamarack swamps which are ideal for this purpose, you can easily take care of eight million sheep and one million head of cattle. Let us see what this conservative figure would mean. It would create for you an asset worth at least one hundred and fifty million dollars where there is nothing today. It would return an annual gross earn-

ing of twenty-five million dollars of wool, forty million dollars of lamb and mutton, twenty million dollars worth of baby beef and the fertilizer value would add fifteen million dollars to this estimate. Figure out what this means per capita to your three hundred and fifty thousand inhabitants. I am as sure this can be done as I am that I am here. I sincerely believe these figures can be doubled. This sounds big and it is big.

Live Stock a Necessity.

"Live stock is the salvation of agricultural countries. It has built up the British Isles, it has made Germany powerful. When live stock passes away from a country farm production passes also. You can add one hundred and fifty million dollars to your assets and one hundred millions to your annual gross earnings. Isn't that a stake worth going after? Isn't that a result worth uniting to bring about?"

"Under today's conditions this is a patriotic duty. For the future it is an assured asset and the carrying out of the plans for which this favored section was created. One of the lessons of the great war is to teach us that now, today, it is our duty and opportunity to make America so great no nation or set of nations will ever again attempt to attack us. This is the hour for all sections to unite in making America what she can be made. Why not make our beginning here today? You men have it in your power to clinch the future of the Upper Peninsula and to erect an ever lasting memorial to your patriotism by taking advantage of the opportunities of the present hour. The time is ripe now.

Conditions Just Right.

"Stop and consider the actual con-

ditions under which you find yourselves today. Consider, first, the present condition of the cattle and sheep industry; second, the known quantities you have to deal with; third, the ways and means of doing what you wish to do.

"Sheep are better than cattle as an investment. The returns from sheep are two to one over cattle, on an area suitable for both. Sheep are more easily handled. They furnish two crops; towit, wool and meat. There is today in this country a shortage of from 60 to 70 per cent of the wool needed for home consumption, compared with ten years ago. The United States consumes under normal, not war conditions, 900 million pounds of wool. We are only producing 270 million pounds. What an improvident people. We could produce all we need right here at home. A great part of our present shortage could be produced in this Clover-Land of yours.

A Political Bugaboo.

"Wool has always been a political bugaboo and the football of the politicians. We should all unite to bury that idea. Wool is an economic and not a political question. Very foolishly we took the tariff off of wool and immediately the Argentine Republic placed an export duty on wool of six cents per pound. So we lost our tariff on imported wools and taxed ourselves six cents a pound for all we had to buy outside to make up our own deficiency. It is mighty poor business to be paying millions of unnecessary dollars to foreigners at the expense of the American people. The eighty-five million dollars we pay to Argentina and Australia belongs to the pocketbook of the United States.

In addition to the money loss, we also lose hundreds of thousands of dollars' worth of fertility which would be added to our soil if this wool were grown upon sheep raised in our own country.

Must Eat Meat.

"I want to call attention to the dangers incident to the propaganda of vegetarianism. If we follow this to its logical conclusions we shall become the prey of the meat-eating nations, for red meat makes red blood. Japan became great when she learned this lesson, and today her men are eating red meat, and not rice, as it is popularly believed. We must maintain and increase our livestock industry if the future Americans are to hold their place in every world struggle for supremacy, whether it be physical, intellectual or industrial.

The day of apathy towards our livestock is rapidly drawing to a close. The government is awake. Michigan is aroused to the need of the hour. The trouble now existing in the cattle and sheep countries of the great west is not that the homestead law has brought in settlers to drive away the cattlemen, but it has permitted valuable holdings to come under the control of land sharks and speculators who are driving the cattlemen to seek new fields for their flocks and herds. It is this fact which has decreased the stock raising 35 per cent and made for you the greatest opportunities which ever came to any section of the United States.

Simple Arithmetic.

Your proposition is now one of simple arithmetic. You know the range shortage today in the west. You know that the stock must be taken to some new and suitable fields. You know that there is a surplus of breeding ewes available

CLOVER LAND

for the upper peninsula. You know that many old ewes, unable to cope with outdoor rigors in winter in the west, can be had on your farms, where they can be housed and fed during the winter and enjoy several years of usefulness. You know that you have a large acreage available for this great purpose, in the upper peninsula. To try to develop a corn belt would be a mistake. To try to make a wheat country might not pay. Why not seize the absolute knowledge you have that nature intended this to be the greatest sheep and cattle country in the world.

You are well organized here to handle the proposition. Yours is the one best available area for quick and definite results. Is not the answer a simple one? Stock is hunting a place to go. Here is a place hunting for stock.

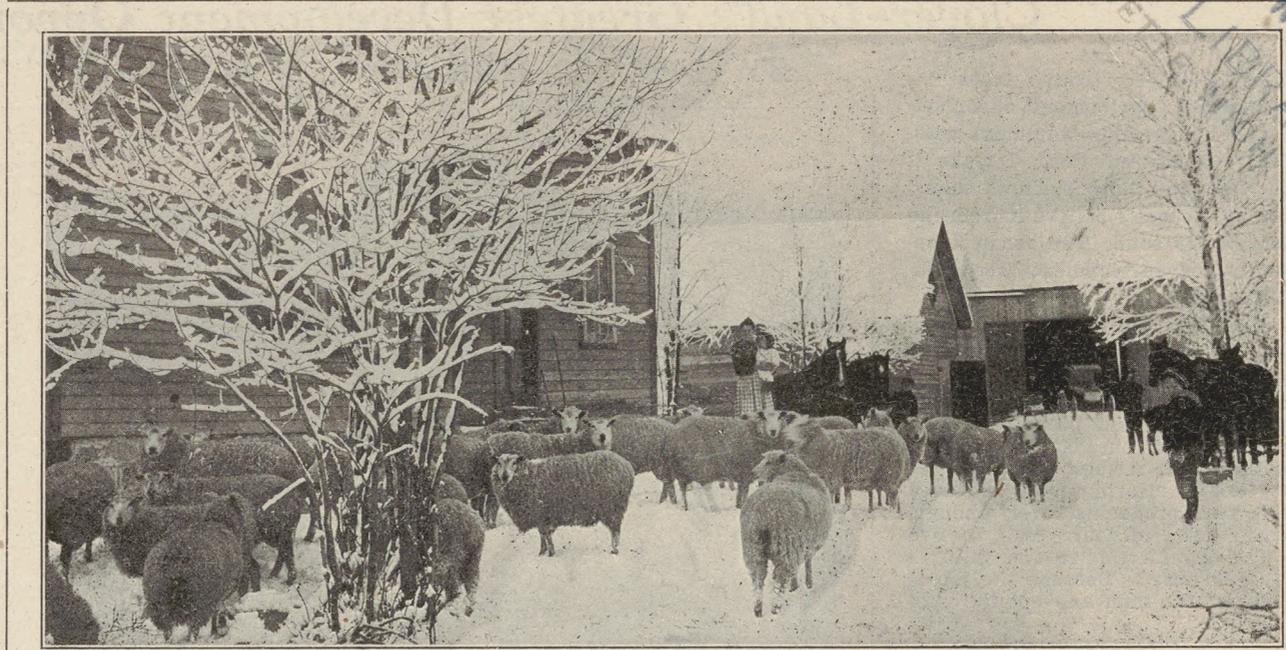
Ways and Means.

The vital question now is to ways and means. You need an effective organization in your cutover areas. Go to it like you did in the flying football wedge of school days. Get right up close to the U. S. Department of Agriculture after you men of Michigan and Wisconsin have formed yourself into a solid and harmonious organization. Not to talk, but to do. You can quickly put in ten million sheep with the aid of the government departments, for your country has awakened to the great importance of this tremendous industry. Form an organization that will do business. Raise fifty or sixty thousand dollars a year for five years. The wool manufacturers will help, the packers will help, the lumber and land companies will help and so will the railroads. Go along on strictly business lines and the money will come easily and be spent well.

Cut Out All Jealousy.

For Heaven's sake, cut out all jealousy among land companies, communities and states. Bar any feeling between the Wisconsin Advancement association and the Upper Peninsula Development Bureau. Now, men, get together for the common good of your favored north. Let it be all for one and one for all. If you cannot sincerely unite with the opportunities which are yours today, then indeed your case is hopeless.

I suggest the creation of a development committee to make contracts with the sheep pioneers which you must have. Locate some of them in each state. Send two or three competent men into the west with power to do business. Offer the breeders and ranchmen free use of your land for three years, charge them only taxes for the next two years and af-



Clover-Land Sheep on one of the prosperous farms of Chippewa County

ter that let them begin to pay you the principal and interest on their purchase. Say to them, 'Come and we'll show you that we have what we claim.' By the force of example you can advertise as in no other way, for every successful pioneer brings in a score of others. You must have inducements to offer the newcomers, and these inducements must go on the square. The new settler is doing more for you than he is for himself. He is making all the rest of the land more valuable. We learn the lessons of today from the record of the past. Ohio was once just like your peninsula. Sixty years ago my father herded cattle on what is now the city of Chicago.

Another Advantage.

"There is another prime advantage for the livestock man over the general farmer. The latter depends on means for transportation to reach his shipping point, while the livestock grower walks his produce to the cars.

"Much of your present northwestern advertising should be censured. It pays to state only the strictest facts in the most conservative way. This is the only publicity worth while. Make the frank and truthful statement that hard work will bring great returns, and that the people now here will reach out a helpful hand to the newcomer. Promise and deliver the fair and square kind of an argument to the buying settler,

and do not charge him what the land will be worth after he has worked it for ten years. Be contented with a fair price for the land you sell, and give the buyer a chance to make some of the profits for himself.

Help Settlers Financially.

"One of the great drawbacks in a pioneer country is the difficulty which the settler often has in borrowing money for development work. Organize livestock loan companies and advance the honest settler money for sheep and cattle, taking a chattel mortgage for your protection. Experience shows that this plan is one of the best for the country in which it is worked out and pays to those who lend a very handsome return, with safety at the highest margin. The Federal Farm Loan banks are handling an ever-increasing amount of this sort of business, and livestock paper is now being rediscounted the same as other commercial paper by the banks of this country. The settler needs money to build fences and

secure options on and to guarantee the settler a sufficient supply of winter hay at a fair price. It will take the new comer two or three years to arrange to take care of his own sheep with hay from his own farm. He needs your aid in this matter for the feed of winter is an important and an expensive problem. This committee should also take pioneers personally in charge upon arrival and assist them in finding locations, as well as in other ways, such as securing fair freight rates, banking connections and a cordial welcome.

"It will be a splendid thing to also organize locally a sheep raising corporation with one hundred thousand dollars capital. What is sauce for the goose should be sauce for the gander, and your prospective pioneer will be greatly heartened by the fact that men who know the country have staked their money on its being suitable for the industry in which they are asking outsiders to engage. This company could easily be organized and the security and profits are as-



2,500 Western ewes and lambs on the summer range. They are coming to the clover fields and abundant water of Clover-Land

sheds and to increase his herd. The overhead for 1,500 sheep is not much greater than for a thousand, and one man can take care of a thousand sheep, allowing for extra work during the lambing season. The men who will come to you in this campaign are not millionaires. They are sons of western cattlemen who seek a better chance than they have in the west today. Welcome the husky youngsters with grit, character and nerve, and help finance him.

Get Enough Hay.

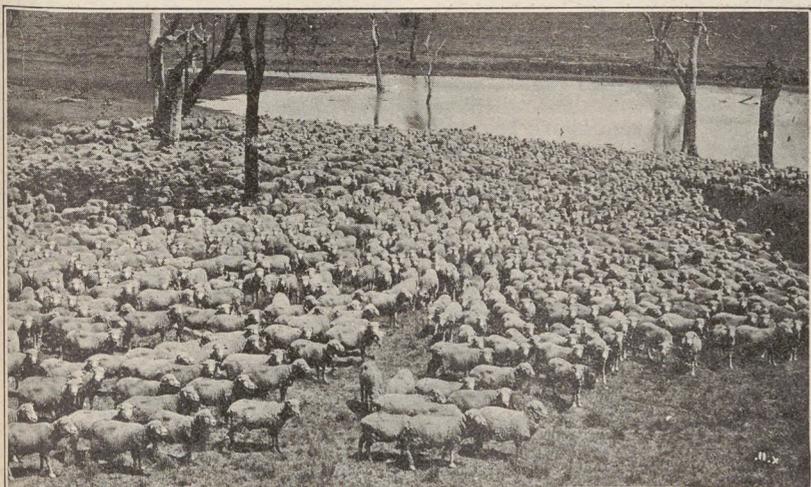
"Create a live stock committee to

sured under proper and efficient management.

Is Safe Investment.

"Sheep raising, I repeat, is a safe investment and a staple industry under efficient and experienced management. No other kind of management should be experimented with. It is a technical business and needs the supervision of the trained young men now being sent out from our agricultural colleges. Pay them, and pay them well. It will be less expensive than making experiments in a busi-

Continued on Page 56



F. R. K. Hewlett of South Dakota will bring his 45,000 sheep to Marquette County, Clover-Land.

CLOVER LAND

Clover-Land's Greatest Development Opportunity

BY LEO C. HARMON, of Manistique

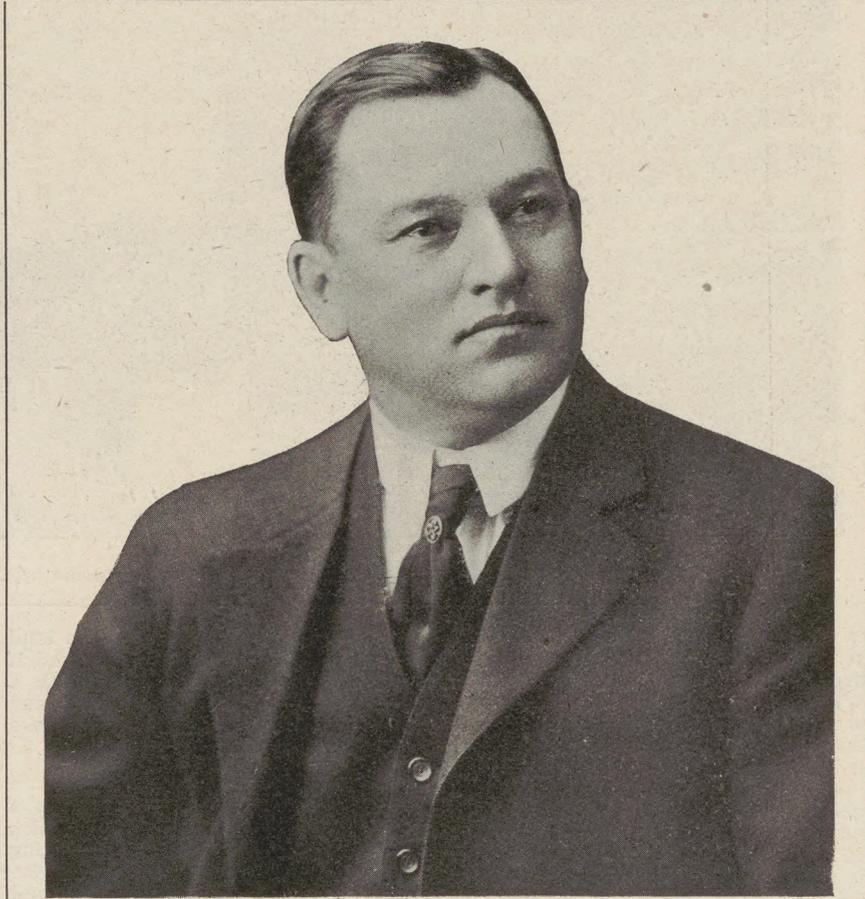
CLOVER-LAND today faces its greatest development opportunity. I make this statement without fear of contradiction. I make it as a "safe and sane business man." I make it because I believe it from the bottom of my soul. The greatest opportunity for development faces Clover-Land today.

If we do not grasp this opportunity and make the most of it Clover-Land faces a long period of inaction. It has been fully demonstrated that we can make no substantial progress in the development of our cut over lands with the small farmer with forty or eighty acres, clearing two or three acres a year, producing barely enough, the first three of four years, to live on. The day for this sort of thing is gone. And why? Because the job is looking for the man and not the man for the job.

There is a shortage of labor in every line of industry, wages are high, and the average laborer is living well. He is not going to leave his good job and comfortable surroundings to move onto the best cut over land in the world. This great war is taking and will take millions of men as fighters and for other war purposes. Thus, the excess of man power in the industrial and agricultural sections is sapped up and much of it will never return. Shortage of man power, high wages and the general shifting of the energies of this country from peaceful to war necessities will, therefore, check the "Back to the Land" movement, even though food is a war necessity.

If the day of the small settler is gone, with the gradual increase of cut over land available, then this section faces a serious problem, inspiring us to action along other lines. This problem faced Secretary Rowell of the Development Bureau and myself when we took over the management of that organization. This problem increased many fold when the United States engaged in this terrible world war, and this problem is growing continuously.

Therefore, we look about for some new line of activity. My seventeen years' experience on the western ranges had always led me to believe that the grazing possibilities of Clover-Land were its only salvation. I knew this despite the fact that many of our Clover-Land people were skeptical and criticized our plan. We investigated and found that natural conditions here were right. Our small grazers were doing well. Other conditions justified our plan to advertise Clover-Land from the grazing standpoint. I had lived in the West. It was the scene of my birth and early manhood. I knew that in Montana alone the wool crop had decreased in five years from fifteen million to four million pounds annually. I knew that in all other sections of the west, because of restricted range conditions, the wool and sheep industry was in serious peril for want of proper range facilities.



President Leo C. Harmon of the U. P. Development Bureau of Clover-Land. He put the "over" in Clover-Land.

Therefore, since Clover-Land was a favorable place and since the western flocksmen were seeking new fields, I was certain that the bureau could not go wrong in advertising for grazers. The proper time came when "The more sheep, more wool, more beef cry" went up last fall. We jumped in because we were all ready.

Mr. Frank J. Hagenbarth, president of the National Wool and Sheep Growers' Association, came to Clover-Land solely upon our invitation and without having personal or financial interests here. He pronounced "Clover-Land the best grazing and dairy section of the United States, if not of the world." That statement with others equally as strong meant everything to Clover-Land, and let me tell you that the bureau left no stone unturned in telling the world what president Hagenbarth had said.

We went to Salt Lake City and presented our claims at the big convention there, working in close contact with scores of grazers, but we did not stop with that like the other states did. We established an office in Salt Lake City with Mr. Charles R. Hutcheson in charge. He visited twelve of the western states, interviewing many grazers and kept up their inter-

est in Clover-Land. We backed up this personal work with a rapid fire advertising campaign in the big grazing magazines. Our Marquette office continued to keep letters and pamphlets before the grazers at every turn. We burned into the brain of every sheep and cattle man we could reach the desire to come to this country and investigate. Everyone out there knows but one route, and that is—the route to—Chicago—Clover-Land—and Free Ranges.

"The West knows all about Clover-Land," said one of the big grazers who just came here and is locating in Luce county. "You have conducted a wonderful publicity campaign, and the best of it, your statements have been safe and sane. In fact, your country is better than you have led us to believe. I am in Clover-Land for good."

This is only one example of many. There will be scores of grazers visiting and inspecting our cut over lands in Clover-Land during the summer. We must show them what we have. We must be open and above board in everything, and we hope the knockers—and we have them—will remain in the back-ground, and not interfere with the constructive work which we

are doing. The grazer who is going to locate in Luce county was told by one old timer that "snow three feet deep came November 1st and remained until May 1st." Such statements are a detriment to the man, his family and his neighbors, and I am sure he is a detriment to Clover-Land. We want no persons to over paint Clover-Land to the grazers, all we want is the truth, and we do hope our people will see that the truth is given them. Unless the truth is given and the knockers silenced we cannot hope to accomplish big things.

A number of our large land owners have sent their prices skyward because they think that the Westerners are "EASY" and hungry for these grazing lands in Clover-Land. While we have the best lands to offer for this purpose, still we can do this development work a great deal of harm by making prices and terms impossible for the western sheepmen. It must be remembered that the western sheepman knows little or nothing about this country. He is giving up his boyhood home and friends to come into an unknown country. He is approaching a big job and he must be a bold and courageous man to come here as a pioneer to develop our range possibilities. He deserves every bit of moral support we can give him. Let's get away from this "money grasping" idea. Let's pull together. Let's make a bit of a sacrifice ourselves for Clover-Land and then sit back and watch it grow.

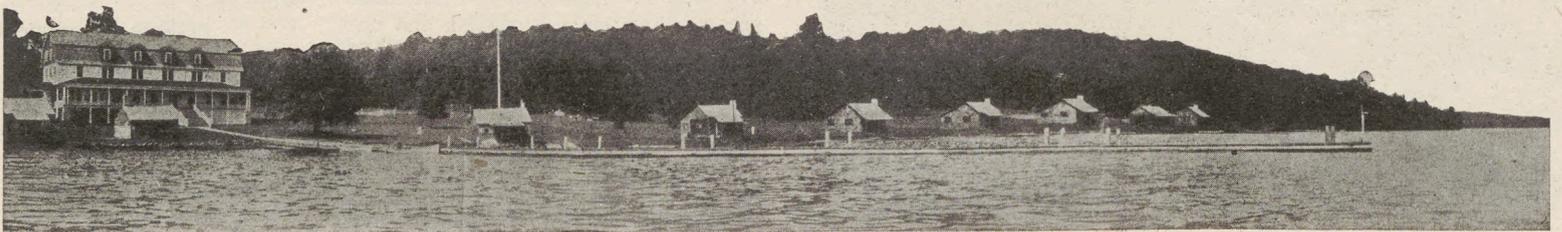
While it has been demonstrated to the western stockmen that Clover-Land has an abundance of summer feed it also has been demonstrated that we are very short of winter feed. This is a very serious problem that can and must be met.

The herds of sheep and cattle that will be placed in Clover-Land during 1918 will consume every pound of hay now produced in this section and much more. We are thus creating a large local market for hay heretofore seeking an outside market. This is a uniform and constant market which justifies our people in increasing our hay production materially and largely from now on.

I, therefore, appeal to everyone, lest we fail in supplying the necessary winter feed, to do his utmost to raise more hay everywhere, especially clover hay. This is a very important factor and unless we increase the hay production of Clover-Land during the coming seasons we will fall short and seriously so, in supplying the essential needs of the grazers locating here.

The future of Clover-Land's unused lands today depends on the attitude of her people. The stranger without must be made welcome within, in a true and practical sense. By our attitude, progressive, constructive or otherwise, we will either carve out a great and brighter Clover-Land or drift along in our undeveloped state for years to come.

WHAT ARE YOU GOING TO DO ABOUT IT?



A typical beauty spot of Clover-Land is Grand Island, Alger county

GLOVER LAND

A Tribute to the Splendid Men of the West

BY CHARLES R. HUTCHESON

Extension Specialist of the Upper Peninsula Development Bureau

YOU have got to hand it to the Westerner.

He is one of the biggest-hearted, generous, kindly, pleasing and optimistic individuals on God's green earth. He sees nothing only the bright side of life. He wipes away the dark things with a flourish of his hand and steps up into the sunlight like the playwright of a great drama who has been called before the spotlight by the cheering of his crowds.

The Westerner is a worker. It has often been said that these chaps are the best advertisers in the world but seldom has it been said that they are the best workers in the world. My experience in the West as manager of the Salt Lake City office for the Upper Peninsula Development Bureau proved to me that the reason why the Westerner was looked upon as the greatest booster in the world was because he really accomplished things and that his accomplishments became known with the result that the great West is looked upon as a self-boosting proposition.

In proving my remarks, I want to say that these Westerners have come out into this great open region and built it up in a remarkably short time and they have developed it under most unfavorable circumstances. I am not knocking the Western country. I am simply telling facts. These men of the West came here in early days when battles with Indians were almost as regular as three meals a day. They finally overcame the Redskins and put aside that danger. Then they waited for railroads, but the greatest difficulty of all was the natural nature of the country.

Amid these mountain ranges there have been hosts of wild animals, a lack of moisture and a none too fertile soil. Those three impediments would despair any average Middle Westerner, but not so with the man under the sombrero.

He built great irrigation ditches and brought moisture to his land by artificial means. This meant an expenditure of millions and millions of dollars, but through the spirit of co-operation these Westerners accomplished that great feat.

But still the wild animal danger faced him. Instead of being "bluffed out" he has "stuck to his ship" with the result that year after year the coyote and wolf is becoming less and less a danger to the flocks of the West.

In my three months' stay in the West, I never once was treated like a "rank outsider." The business men knew I was there for the purpose of getting some of their people to leave the West and come to Clover-Land. They realized that if there was much of a migration, it meant a decrease in business for them, but they did not treat me any the worse for it. In fact, I got just as good treatment as if I had gone West and scattered \$20 gold pieces to the four winds. The banker, the average business man and the grazers alike all took me in, listened to my story with the greatest of courtesy and dismissed me as a rule with assurance that they would look over the Upper Peninsula of Michigan.

I do not want to be too optimistic, but I will prophecy that there are going to be more grazers looking over Clover-Land this summer than any person realizes. Now, I don't contend that we are going to have a great influx and that our vast acreage of cut-over land is going to be snapped up in a minute by these grazers. They are not so anxious to come into any cut-over region that they will fall over themselves in doing so.

We are going to get a few Western



"Charley" Hutcheson, Clover-Land's Missionary in the West

grazers. That is an absolute fact. I won't say how many I mean "by a few," but it will be enough so that their successes in two years or more will result in an immense growth of the sheep industry throughout Clover-Land.

The reader must remember that the West is a big country, that it is always going to be a big country, that it is the seat of the grazing industry and that it will always be the seat of this industry. This is true because the acreage is large and there is little intensive farming.

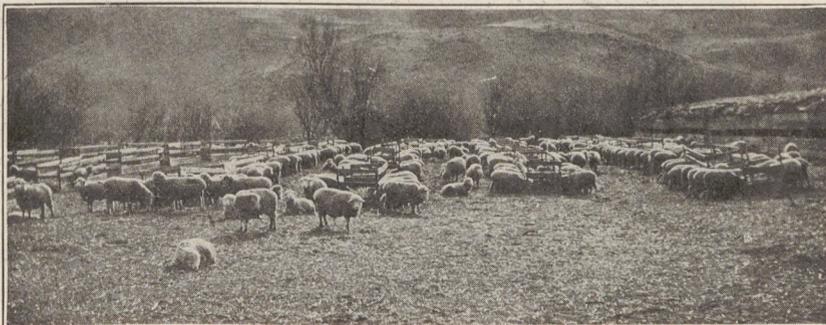
However, there is going to be a slow movement eastward on the part of grazers for several reasons. First, the summers for the last several years have been very dry in the West and the summer pastures are in poor condition. To be sure, where they have irrigated is much better, but this covers only a comparatively small acreage.

Second, the winter feeding seasons have been a bit unfavorable. For in-

stance, in most of the West the grazers do not plan on a long winter feeding season because the winters are very uncertain. Therefore, if a hard winter sets in they find themselves short of hay and the sheep suffer as a result. This lack of winter feed is a tremendous problem.

Third, the grazers have been crowded out in the West. Added to that, the homesteaders have been flocking in with the result that a multiple of difficulties have come up for the grazer. Many of the smaller grazers, the men from one to ten thousand sheep, are disgusted with the situation. These are the men who are going to look over the cutover region. The larger grazers have their ranches pretty well in hand and are not being bothered so much.

Fourth, the great advertising campaign of the cutover regions and especially Clover-Land, has brought the Great Lakes district before the eyes of the Westerner. The result is that the "disgusted grazer" who has made



In the midst of the spring lambing season

up his mind that he must either move or go out of business will be the man who visits Clover-Land this summer. As a rule he is pretty well fixed financially, is very energetic and has developed from a very small income to one which would be looked upon as "very prosperous" in this country.

Fifth, the abundance of summer and winter feeding, the proximity to market, the large rainfall and the vast amount of living streams of Clover-Land are the things which appeal to the Westerner. In these arguments are the ones which will land him providing conditions are made right for him here in Clover-Land. By "conditions," I mean the right kind of terms and prices. To be sure, some of the land owners who met in Marquette last fall at the call of the Development Bureau agreed to turn over some tracts of land under the following proposition:

First, the grazer would pay nothing for the use of the land during the first two years.

Second, he would pay the taxes during the third year.

Third, he would pay the taxes and a rental fee based on six per cent of the purchase price for the fourth and fifth years.

Fourth, he would pay from \$5 to \$10 an acre for the lands.

We got a fair number of tracts on this basis, but if all the grazers who are coming here are to be supplied, it will not be near enough for them. In addition the grazer who visits this country is not going to look over just these tracts under this lease option plan. He is going to scan the whole country and will pick out what looks best to him regardless whether it is under our plan or not. Frankly, I believe most of the incoming grazers will not be restricted to the lease option plan. Therefore, it means that if we are to land these grazers and build up this country until the grazing industry is as great as the lumbering and mining industries, our land owners must be more generous in terms and prices and it means to do everything possible to look after these grazers when they come here.

By "looking after these grazers" I mean that the man who sells the grazer land should use every possible means in assisting the grazer to get his lumber. He should help him on his winter feed proposition and should take a personal interest in the proposition. After this one grazer succeeds on his land, it means that the owners of these large areas are going to be able to get rid of their tracts with very little trouble. However, everything depends on what kind of treatment is given these grazers at the outset.

The people of Clover-Land have no idea of what the Upper Peninsula Development Bureau has really accomplished in this great movement. It is the finest thing that has ever been attempted by any organization, and while I am in the employ of the Bureau but only so for a short time, I want to say that the organization is deserving of the utmost credit and should be given every financial and moral assistance possible. Incidentally, financial assistance is of the most importance at this time because the grazing campaign has been a mighty costly one, but how small this expenditure will be when compared with the great results which are to follow.

To be sure, they call me "an optimistic cuss," and I am. I consider it an asset. I know, however, absolutely that the grazers of the West are coming here providing the right kind of treatment is given and the right kind of propositions are offered them.

CLOVER LAND

The Testimony of a Clover-Land Sheep Man

BY GEORGE M. MASHEK

Clover-Land's Sheep Grazing Authority

SIX years ago I became owner of a section of cut-over land and a country general store at Cornell, in the upper peninsula of Michigan. The land was rougher and with more brush than the average cut-over lands in Clover-Land, but I soon realized that its soil was very productive. Along with this I had fifty acres of cleared land, and wishing to develop it, I called upon the Michigan Agricultural college for advice.

The late W. F. Raven, livestock specialist of the college, looked over the ground and suggested that I try sheep, because he was convinced that this Clover-Land country would become in time an immense grazing section. I did not follow his advice immediately, but spent the following two years studying sheep. I read every book and magazine I could find and looked over every flock of sheep within fifty miles of my home at Escanaba. There were not many flocks, and those I saw were small ones which were indifferently cared for and of scrub stock. But to my amazement I did not find a single flock which was not doing well. I also found that even where indifferent rams were kept the flocks were improving instead of depreciating, a thing so different in other parts of the United States. This went a long way in convincing me that Clover-Land was a natural sheep country. I did not know the reasons for this unusual condition at that time, but I believe I have discovered it since then.

I bought 200 western ewes in the summer of 1913, fenced in 100 acres of the poorest land and put up a cheap shelter for winter. I fed the ewes on oat straw and some very poor clover hay, with the idea of finding how much roughing sheep really could stand.

Despite my meager knowledge and rather indifferent care, I was surprised to get a very good lamb crop that spring, although I must admit the ewes were very thin. When the lambs were four and one-half months old I shipped them to Chicago, where they weighed 61 pounds and sold at the top of the market as killers.

I was so much encouraged at my first year's experience because my results came so close to "dope figures" that I fenced in a large area and increased my flock. I am now in my fifth year, and have increased the flock by saving my best ewe lambs. As I have gained in experience so has the flock gained in every way. So good has been my progress that in the fall of 1917 I marketed 92 per cent of my lambs at the age of four months and three weeks, with an average weight of 72½ pounds apiece, in Chicago, selling at the top of the market as grain fed, although they had not been given a single pound of grain.

I use Hampshire and Oxford rams, and see to it that ewes start lambing along the first of May, so that they may have green pastures before actually lambing. I have learned that under this system it is not necessary to feed grain at any time of the year. During the winter ewes are fed three and one-half pounds of clover hay or pea straw, along with some oat straw, every day. We see to it that the sheep are watered conveniently and frequently, because we have found that carelessness or neglect of watering will lead to bad results.

The feeding season continues while snow covers the ground, for sheep will not eat dry fodder when they can get green grass. One cannot blame them for this, because our green grass in Clover-Land is of a most nutritious nature. The average feeding season is from about December 10 to April 10, or four months. It may run longer if the pasture, into which the sheep are to be turned in the spring, was cropped too close in the fall. Occasionally snow covers the ground by December 1, but in



Right to left—Leo C. Harmon, John M. Longyear and George M. Mashek, at National Wool Growers' Convention, Salt Lake City, January, 1918

1914 we did not start feeding until January 6. In 1917 a storm compelled us to feed for ten days during the last part of November and the first part of December, but we did not again start feeding until Christmas time. The pasture season in the spring is more uniform, starting on April 10 as a very close average.

I read much in sheep literature about the troubles and diseases one is to expect in handling sheep. I must say that no serious sheep diseases of any nature have ever bothered my flock in Clover-Land, despite the early ignorance of handling on my part. We were particularly warned against stomach worms, and I must say here that they do not seem to thrive in Clover-Land sheep. I brought here some pure bred Hampshires that had stomach worms badly, but all traces disappeared after they had been here one year. This is also the experience of other men, and I point to George McKerrow, of Pewaukee, Wisconsin, a prominent breeder of Oxford and Hampshire sheep. He has a branch breeding establishment in northern Wisconsin adjoining Clover-Land, and in a letter to me says:

"Sheep in northern Wisconsin and upper peninsula of Michigan are seldom bothered with stomach worms or other parasites, which I think is due to the cool nights. The grasses and pastures of this region are unsurpassed, and I believe that it is one of the best countries in the world, not excepting Scotland or England."

When the lambs are about a week or ten days old we turn them into pasture with their ewes, weaning the lambs at the age of three months. One impressive thing that has struck visiting sheep men in Clover-Land has been the even size and quality of our lambs. We do not have at the end of the year more than 5 per cent of cull lambs.

Blue grass and white clover thickens considerably as the cut-over lands are pastured from year to year. The closest of pasturing does not injure the growth of grass, and this is due, I believe, to abundant rainfall. Cut-over lands that I use were not seeded at any time, but grew up to volunteer crops of blue grass and white clover. From my experience and that of others with whom I have kept in close touch, it can be definitely stated:

First—That stomach worms or other parasites do not bother Clover-Land sheep.

Second—That we can raise lambs on grass alone which at five months will weigh 75 pounds in Chicago and bring the top of the market as grain fed.

Third—That the proportion of cull lambs is very small.

Fourth—That our fall pastures are of such high quality that ewes go into winter quarters in the best condition, and that three and one-half pounds of clover or pea straw hay, with some oat or wheat straw per day, will bring them through the winter in good condition.

Fifth—That the pastures are unsurpassed, and that the late fall pastures particularly put a "grain finish" on sheep and cattle.

Sixth—That the stand of dead grass is not badly leached out over winter, but is almost as good as hay in the early spring, and that a certain proportion of grass, especially blue grass, stays green under the snow all winter and makes very early pastures exceptionally good.

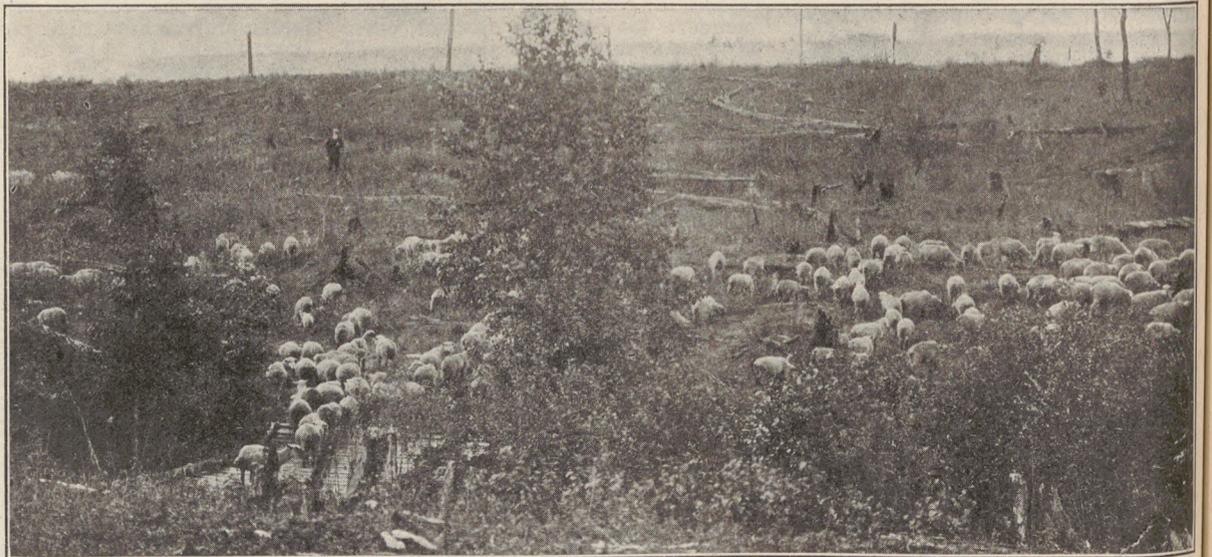
Anyone going into the grazing business in Clover-Land can expect a surprising growth of pasture and an ever-increasing one after the lands have been pastured several years. The lands can either be seeded by the owner or self-seeded to blue grass and white clover, and really startling results will come. I would say to the grazer who contemplates starting in on open cut-over land that it would not be safe to figure on much more than one ewe and its lamb to each acre. The carrying capacity will, however, increase from year to year, because close cropping improves the pasture.

The grazer will be pleased to find, as he may well expect to, that his ewes and lambs show much better health and vigor than other flocks through the central west. If proper sheds, wind-tight on three sides, are provided, he can expect sheep to go through the winter on hay and roughage alone. He will also find that the late fall is ideal for sheep, because pastures at that time are the best in the year, even after heavy frosts. He will be pleased to note that very little cold, sleety or rainy weather comes in the spring, and practically none during the winter.

He will discover, if he wishes to raise fodder, that clover grass grows in Clover-Land to a richer and thicker degree than anywhere else in the United States.

He will find that he can raise large crops of peas for sale and feed the pea straw to a flock with almost the same efficiency as clover hay. It is generally the plan to rotate the crop with clover for three years, peas for one year and winter wheat following. Seed winter wheat in the spring to clover, thus giving two cash crops and leaving a valuable fodder. The Clover-Land grazer will find that he can "finish" his lambs for the block without a single pound of grain.

Finally, the grazer will discover the most pleasing result of all—that profits from raising sheep in Clover-Land are as great or greater than in any other part of the United States.



Ewes (from one to three per acre) enjoy eight grazing months each year



The Signed Report of an Arizona Cattle Expert

BY FRANK M. KING, of Tucson, Ariz.

Editor of "The Arizona Cattleman"

THE Upper Peninsula of Michigan was properly named when they called it 'Clover-Land,' for there is clover to "burn" up there. We saw enough clover, timothy and blue grass on our trip there the middle of April to feed all the cattle in Arizona. There is feed and water every place, and it is free to anyone who wants to use it this year. Cattle can be shipped up there any time up to the first of June and turned off for beef before they have to be taken off on account of the cold. W. B. MacBeath of the Oak Grove ranch on the west slope of the Santa Rita mountains, accompanied us on the trip and he thought so well of it that he will ship a trainload of his cattle at once. He will load at Sonoita on the fifth of May. W. E. Thwaits of Silver City, N. M., also accompanied us and he will ship a thousand steers on the 15th, from Silver City. Others will be shipped later by different parties.

When our party arrived at Escanaba, Michigan, we were met by Charles R. Hutcheson, of the Upper Peninsula Development Bureau, who took us all over the peninsula. We found the snow all melted off and green grass starting up everywhere. We covered nine counties, mostly by auto, and were agreeably surprised at the wonderful amount of cow feed. The old grass that had lain sealed up by the heavy snows all winter, we found as fresh and nutritious as baled hay, with a fine growth of green grass coming up underneath. There is no place where a cow would have to travel over a mile to water. Brooks, springs, rivers, and little and big lakes are in every place. Anyone who knows anything about grass, knows that cattle will get very fat when they have all the blue grass, timothy and clover they can eat and they certainly can get it on the Upper Peninsula of Michigan.

The big lumber and mining companies have never offered this "cut over" timber land for sale before this year. The timber has been cut off and the grass has come up in abundance and now that there is no longer danger from fires, they will sell it to bona fide stockmen. They realize that the country is more suitable for stock raising than for anything else, so they are offering great inducements to stockmen to get it on the ground floor. There are over eight million acres of this fine grazing land offered on the most liberal terms. All a stockman has to do is to take his cattle or sheep in there and satisfy himself that the country is what it is represented to be. There will be no charge for feed. Just go in and, if you find you like it, you can select your land in any size tract you feel like handling and the terms will be made to suit your pocketbook. It will cost nothing to try it out. You are not obligated to buy unless you decide yourself to sign up for some of the land. The price of

this land is from \$3 to \$15 an acre, and the terms are liberal to the extreme.

You can get any size blockings up to two hundred thousand acres. The price depends on the size of the tract.



Two-year-old steers that gained 250 pounds on Clover-Land pastures

soil, location and the kind of a contract you want. Cash may be paid and interest saved, but there would be no difference in the price of the land sold for cash and that sold on long terms, as the owners are not after the cash, but wish to have the country opened up for settlement by practical stockmen.

The land will have to be fenced to run cattle profitably, but this can be done for about \$50 a mile, as there are plenty of cedar posts right on the ground on any land you select. For this year there are some tracts that may be used that are located in such shape that fencing would not be necessary. We will be glad to give anyone wanting to know, information on this subject.

The winters are cold and cattle have to be fed during three to four months, and also they have to be sheltered, but material is so cheap there that the expense of building sheds is nominal and you can cut your own hay, for that is all that is ever fed. Cattle placed on pasture there by the first of June will get fat enough for the market by the time they have to be fed, and they certainly put on some fat.

We saw the commission house returns on some New Mexico range cattle there that were sold on the Chicago market the first of last October. The best dry cows brought \$90.30 per head. The calves brought \$43.60; the yearlings sold for \$58.40 and the old canner cows weighed 875 and brought \$6.75. So you can see that they did pretty well. These cattle gained an average to two pounds a day while on pasture. Anyone who doesn't care to winter stock there will find it very profitable to have some of the land for summer grazing and have a place to go during times of drouth in the west. The freight rate from Tucson to Escanaba, which is a basis for figuring, is \$238.60 for 36-foot cars, and a feed in transit rate can be had with six months grazing privilege. It is only an eleven hour run to the Chicago market, and less than that to St. Paul or Buffalo, all good markets, and the shrinkage on fat stuffs is very little with such runs.

Clover-Land has 13,480 farmers.

They till 400,000 acres of land.

There are 10,329,699 acres in Clover-Land.

These statements show there is a huge acreage not being used — that is, not for

agriculture. Of course, cities, mines, lakes, rivers and forests occupy much space, but Clover-Land has millions of acres of "cut-over lands"

ready for occupancy and at cheaper prices and better terms than they ever will be again. "Cut-over lands" mean lands which were homes of great forests, but denuded by woodsmen, leaving stumps behind. For years these stumps stood with clover and grasses growing up between them. Pioneer farmers came. They found the soil very fertile and able to produce any middle-western crop. Seeds were scattered and crops harvested. But stumps were somewhat of a nuisance. They were pulled or blown out, thus leaving "cleared land," but "cut over lands" produce mighty hay crops and pastures, the latter going to waste. An average growing season of 149 days adds to Clover-Land's advantages. It lies 600 miles south of the Canadian wheat belt and in the same latitude with great American agricultural states. The average rainfall of Clover-Land is 29.1 inches, and this is evenly distributed. Government figures show that droughts have never been known and that stock has never been fed dry forage in summer. Snow falls abundantly, protecting vegetation and giving the soil moisture in the spring which adds to the power of the plant. Grazing land, which is being advertised in Clover-Land is in solid tracts of from 1,000 to 25,000 or more acres. Much of the unoccupied land in the Upper Peninsula is owned in immense tracts by large lumber and mining companies or by persons formerly interested in these lines of endeavor. The tracts are solid, near shipping points, possess most of the fencing and building material needed, have natural watering places; fertile soil growing grass and clover abundantly and which will later be developed into farms. There are many burnt over tracts with grass and clover growing thickly between the stumps, while on some a second growth of poplar, birch and other trees is springing up. Clover-Land is within a day's shipping distance from Chicago, or 270 miles. Colorado is 1,050 miles; Wyoming, 1,140; New Mexico and Montana, 1,240; Idaho, 1,450; Arizona, 1,560, and Nevada, 1,675. The same ratio holds for other great markets. These figures mean that Clover-Land livestock shipments cost from three to five times less; that they require from one-third to one-fifth of the feeding; that they lose that proportion less in weight than do western cargoes. All these are important, and especially the latter, when it is known that western cattle shipments to Chicago lose ten per cent in weight and sheep ten pounds per head. Clover-Land has 2,500 miles of rail-

road, cutting every county, feeding good local markets, and in direct connections with Chicago, Minneapolis, St. Paul, Milwaukee, Detroit and other cities.

Lakes Michigan, Superior and Huron offer water connections to Buffalo and all Great Lakes ports. Most of the copper and iron and much timber

is shipped direct by water from Clover-Land so that routes are established. The water charges are materially less than rail rates. "Honey Beef" is a Clover-Land product. It is cattle fed on honey-laden clover which abounds in the Upper Peninsula of Michigan. It is beef that tastes like the fragrance of honey, and beef that is fat, firm, fit and fancy. Cattle grazing in Clover-Land is still in its infancy, but growing apace. Dairying has been in favor because of its fine profits and firm establishment, but beef cattle are being increased in all fifteen counties. Frank J. Hagenbarth drove home a big argument when he said, "It is a well known fact that the best stock is raised in colder countries. One of your four-year-old steers would weigh from 1,400 to 1,500 pounds against the weight of 1,100 pounds for a similar steer in the south. You can care for 8,000,000 sheep and 1,000,000 head of cattle."

Abundant clover and grass, "ever-green pastures," long grazing seasons, plenty of hay for winter feeding, natural watering places, proximity to markets, good transportation facilities, all add to cattle grazing possibilities there. Clover-Land cattle grazing projects have been successful. One pioneer made \$600 on an \$1,800 investment by shipping feeders there for pasturage. His cattle gained two pounds per day on clover, timothy and blue grass among the stumps. Skelly Bros. were the real pioneers on anything like a "big" venture. They sold last season \$12,000 worth of "Honey Beef." Their hay lands produced winter feeding enough at \$2.50 per ton. They grew their own calves to beef. Another cattle man bought 100 yearling steers weighing 430 pounds for seven cents a pound. He grazed them on cut-over lands, roughed them during the winter on clover hay, grazed them on the same lands last summer, and sold them October 31 at \$7.80, weighing 800 pounds. The grazer writes and his letter is open for inspection, that he made a profit of \$2,000. "Honey Beef" has a local reputation now, but when Clover-Land's vast storehouse is properly used, these cut-over lands will send its popularity soaring.

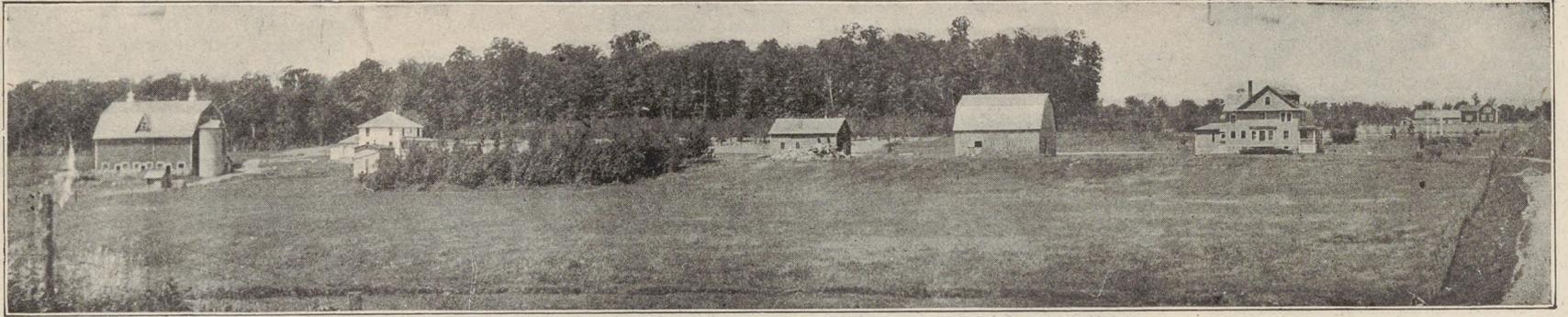
A military camp for Clover-Land boys between the ages of 16 and 19 years, will open on July 1, at Lake Geneva, Wis. An enrollment fee of \$10 is required. The annual convention of the Upper Peninsula Library association held at Houghton early in June, was very successful. Twenty-five cities were represented.



Pure Breds Making Beef History

CLOVER LAND

Clover-Land Bankers Extend Cordial Welcome to Sheep Men



THE Clover-Land representatives who attended the great sheep convention held at Salt Lake City in January were men engaged in various lines of business and as a result the convention and the needs and possibilities which it disclosed appealed to them in various ways. To those of the representatives whose daily work has to do with financial affairs, that phase of the question of inducing considerable numbers of the western growers to come to Clover-Land which directly related to financing their operations, naturally, was of the most interest.

That phase of the question, too, it was discovered, seemed to be of considerable importance also to the western people with whom the Clover-Land representatives talked, as it was found that in practically every instance, before a conversation was ended, inquiry was made as to banking facilities and as to the opportunities which existed in Clover-Land for obtaining the financial accommodations they have been receiving in the west.

The Upper Peninsula Development Bureau representatives formulated a rather stock reply to this query to the effect that there are in Clover-Land 73 banks with a combined capital and surplus of \$7,821,000 and that these banks are alive to the opportunities which exist for all in the introduction of this big business, also that there was no doubt that the accommoda-

tions would be found to be ample and would certainly be extended. While this sort of a reply was all right in preliminary negotiations, still those of the bureau committee who have been active in this matter are of the opinion that more definite and adequate arrangements should be made. To this end, therefore, preliminary steps have been taken to organize the Clover-Land Live Stock Loan Association.

It is proposed that the authorized capitalization shall be \$200,000, but it is felt that a paid-in capital of \$50,000 will be adequate with which to begin business and that the paid-in stock can be increased as required and as the needs of the business indicate. It is also felt by these committeemen that the banks of the peninsula should control the policies of the loan association and steps have been taken to interest the banks directly in underwriting the stock. Inasmuch as the association will have to do entirely with loaning money the banks are properly the ones who should direct its policies.

It is, however, designed that the active management of this association will be in the hands of a competent man accustomed to making loans of this nature and one who is thoroughly familiar with the value of live

stock and one who will be in a position at all times to keep in touch with market conditions.

Fifty per cent of the preliminary capitalization of \$50,000 has been underwritten by the banks named below, the amount which each bank has agreed to place being based on two per cent of its own capital and surplus.

First National Bank, St. Ignace.....	\$1,500
Brimley State Bank, Brimley.....	130
State Bank of Ewen, Ewen.....	500
Lumbermen's National Bank, Menominee	3,000
First National Bank, Hancock.....	4,000
Commercial Bank, Menominee	1,750
Gladstone State Savings Bank, Gladstone	1,600
First National Bank, Iron River.....	1,400
Sault Savings Bank, Sault Ste. Marie	2,700
State Savings Bank, Manistique.....	600
First National Bank of Alger County, Munising	2,000
Escanaba National Bank, Escanaba	3,000
First National Bank, Alpha	500
State Savings Bank, Escanaba.....	2,400
Total	\$25,080

The proposition has been discussed with a number of the other banks, most of whom have been found to be favorably inclined and it is expected that when the necessity for the active operation of this association shall be further advanced there will be no difficulty in placing the balance of the

stock. In fact, several of the western growers who have already visited Clover-Land have indicated a desire to become affiliated with an organization of this character. It is their opinion that such companies in the west have not only been of great assistance in establishing the general live stock business on a firm foundation but have also been profitable in their own operation.

It is not the intention of the bureau committee to proceed further with the organization of this company at this time or to incorporate until there shall be a sufficient demand for the services of such a concern and this will, of course, only be when more growers are actually located in Clover-Land. It is deemed, however, highly desirable to have the preliminary steps well under way in order that the actual incorporation and commencement of business may not be delayed when the need exists. It is manifest that this company will not only in itself be of assistance to the live stock growers but also that its operation will tend to relieve the banks of a certain burden which they would undoubtedly be called upon to assume if this company or one similar was not in the field. It is accordingly believed that when the proposition is thoroughly understood all of the banks, generally, throughout the peninsula will be in hearty accord with the plan.

From a Worthless Tract to an Empire of Opportunity

BY GEORGE W. ROWELL, JR.

FROM a worthless tract to a land of plenty.

Such is the history of Clover-Land—the upper peninsula of Michigan—during its 75 short years of activity in the affairs of white men. 'Twas back in 1634 that Jean Nicolet, a Frenchman, came down from Canada and stopped at what is now the famous city of Sault Ste. Marie, thus gaining for him the honor of being the first white man to visit the Clover-Land of today.

Redskins thrived here. It was their earthly "Happy Hunting Ground." There were game and fish in such great numbers that up to this day—nearly 300 years after—the woods and streams still abound with them. Father Marquette, "the Patron Saint of Clover-Land," came to help the Indians, and many spots are kept sacred here in memory of him.

The wealth of Indians in this region became common talk among white men, and it was only a short time before trading was established. For years the French sought a western outlet to Lake Superior, which, they supposed, would lead them on to China. They failed, of course, but their folly brought more whites to this region. As was usually the case in these early dealings, the traders treated the Indians unfairly, and there

sprung up intense hatred on the part of the latter.

Shores Bathed in Blood.

Massacres of whites followed. Tribes became embittered against each other, and for a time these fifteen counties of what is now Clover-Land were bathed in the blood of warriors. Word of these awful conflicts reached eastern settlements, so that priests and missionaries hastened hither on their God-like missions.

Years rolled on. Trading posts came and went as the Indians moved about. Missionaries established small colonies, but the country remained a dense mystery to white men except just along the border of the Great Lakes.

Time moved onward. Stories of great copper nuggets found by Indians in the interior reached the ears of white men. Prospectors went forth, and in 1843 Hulburt discovered large pieces of copper in a "pocket" in what is now the Keweenaw peninsula, and which lies at the extreme northwestern part of Clover-Land, jutting out into Lake Superior. The usual rush to the new "land of wealth" followed.

As time elapsed fortunes were made and lost in mining, but today the Copper Country of Clover-Land produces the purest ore in the world, and scores

of mining shafts stand like monuments to the men who went through untold hardships in order to develop this business.

Iron Deposits Found.

Soon after Hulburt's find, a man named Burt, in 1845, found his compasses "acting up" near Ishpeming. Scratching away the earth, he found rich deposits of iron ore, and today a tribute-shaft stands on this spot while scores of mines bring forth millions of tons of ore. There are three distinct iron regions in Clover-Land. They are the Ishpeming-Negaunee tract, another near Ironwood and Bessemer, and a third at Iron River, Crystal Falls and Iron Mountain.

Up to this time the mighty trees stood untouched, but in 1840 woodsmen became active and many men have made fortunes in lumbering. There still remains millions of feet of hardwood timber, and lumbermen say the industry will be active here for a quarter of a century more.

But these three industries could not go on without an attempt at agriculture. Wherever man goes he tries to produce food. The fertility of the soil, the long daily sunshine, the abundant rainfall and good growing seasons, resulted in abundant crops,

so that today the farming industry is taking its place among the others.

Vast growths of clover attracted attention, and hence came the name "Clover-Land" for these fifteen counties. An abundance of grasses covered the earth, milch cows thrived, dairies came, and grazing is now growing with tremendous strides.

Good Land is Cheap.

Clover-Land has 1,000 miles of coast line along Lakes Michigan, Superior, Huron and on Green Bay. Its climate is tempered by these bodies of water. It lies 600 miles south of the famous Canadian wheat belt and at the side of the Dakota fields. It is within a night's ride from the great markets of Chicago, Milwaukee, St. Paul and Minneapolis. It has 10,329,699 acres of land, with only 400,000 now being tilled. Millions more await the hand of man. Its cut-over lands produce food enough to feed millions of stock, but it goes to waste each year. The time will come, however, when the rich growths will be utilized. Thousands of farmers and many grazers are moving into this country because the lands are cheaper than they ever will be again and because the opportunities are excellent.

And thus this Clover-Land—once termed "worthless"—is now a land of plenty.



Wool Will Win the War—Help This Great Campaign

BY HENRY A. PERRY

'With the submarine menace reduced by half; shipbuilding progressing to such an extent that transportation facilities will soon be available for men, munitions and food needed abroad; indications of a bumper crop of all cereals, and a multitude of "war gardens" throughout the United States which will release the grain for shipment abroad, it now appears that wool will win the war.

All but the wool problem in this great world's war has been solved, or the solution is in sight and will be accomplished in the near future, so far as the United States is concerned.

The marshaling of an army of unlimited number is provided for in the selective draft; the manufacture of munitions and shipbuilding means merely a speeding up of those and their allied industries; the food problem requires only a broadening of acreage which may be accomplished within a few months in any year; but the wool problem is not so easily solved, yet the production of wool draws less upon our natural resources, requires less energy and may be more universally apportioned than any other of the various war activities.

Germany, with all its war efficiency, now finds itself confronted with a great problem it cannot solve—wool production to meet the needs of the army and the civil population. While the food problem is acute the Germans seem to get along from season to season with war gardens, working prisoners in the fields, and conserving the products by careful rationing, but the wool problem can not be solved by Germany because there is no substitute for wool, and there is no grazing land available for sheep.

The United States and her allies are beginning to feel the pinch of a wool shortage, beginning to face the same predicament that confronts Germany. Canada and Australia have been drawn upon so heavily for men that shortages of labor precludes the production of wool in those countries on a scale to meet the needs of any of the allies; France has been sapped of manhood and resources until production of anything other than munitions is practically out of the question in that country; South American nations have been bending all their energies to produce food; India must continue to be the granary for England; so the United States alone must be relied upon to produce wool not only for the war needs of all her allied nations but for her own soldiers and domestic requirements.

The world is just beginning to awaken to the absolute necessity of wool. We are just beginning to learn what an important part wool plays in warfare. We see the great military machine of Germany tottering, not because it is confronted by an even greater military machine only, but because its fabric contains less than 50 per cent of the wool required. A discontented, demoralized army may

be rallied into an inspired fighting force with a square meal, which may be provided at any time through concentrated effort, but the problem of protecting an army from the elements with sufficient clothing every time it borders on mutiny is beyond the ability of resourceful Germany.

All other essentials having been provided for, by the United States, it now appears that wool will win the war.

The Upper Peninsula Development bureau grasped this situation nearly a year ago, and during the last six months has been conducting a nation-wide campaign to interest wool growers in the cut-over lands of Clover-Land which have been pronounced by leading experts and wool growers of the west as offering the greatest opportunities for the rapid development of this industry of any section of the entire United States. Sheep raisers of New Mexico alone are seeking 100,000 acres of grazing land, and they produce only a very small proportion of the wool of the country. Hundreds of inquiries have been made of the Development bureau for grazing lands, and as a result of this great advertising campaign which has placed Clover-Land on the map of the United States as a sheep producing district, the dawn of a vast new industry destined to surpass all others in the Upper Peninsula, is breaking.

Whatever money the Development Bureau has spent in this gigantic publicity campaign will be returned to the Upper Peninsula a hundred fold, for it has focused the attention of the wool growers of the nation upon Clover-Land and they are coming with their flocks into this new land where one acre of grazing equals a half dozen acres on the western plains. But their advent into the Upper Peninsula is only the smaller part of the fruits of the work of the Development bureau. The farmers now living in Clover-Land will take up the new industry, and in a short time their combined flocks will greatly outnumber those brought in and increased by the big wool growers. It is this phase of the wool industry which means so much to the Upper Peninsula because it will become so widely disseminated and apportioned that every community will benefit by it, a new avenue to wealth having been opened to all the farmers and an opportunity given to the urban centers to prosper from new payrolls through the introduction of various mills and factories to manufacture the home grown wool into diversified merchandise.

The Upper Peninsula Development bureau has made the stroke of its life, more than repaid all that has been invested in it even since its inception, by opening a vast acreage of cut-over land that has been lying idle to settlement by the wool producing, money making, flocks of sheep. And, while this new industry brings prosperity to the Upper Peninsula it will also help win the war, for it is destined that wool will win the war.

Uncle Sam's Chamber of Commerce Endorses Great Sheep Campaign

Third, continued use of the great ranges of the west to their full capacity.

It can be done. It is a question of education.

The cause of the decline in the number of sheep on our western ranges is the growth of dry farming, and the consequent reduction in the grazing range. The industry has come to depend on that range and it has not yet adjusted itself to the idea that it will now have to seek part of its range elsewhere, on cut-over timber land and on farms all over the country.

In 1900 we had in the United States .80 sheep per capita. In 1917, the figure dropped to 1.46 per capita. Again mutton is 21.8 per cent of the meat

food of Great Britain. It is 3.78 per cent here. The reason presumably is that Great Britain with no western ranges to depend on, has solved the problem of raising sheep cheaply and abundantly on the farm. We should use mutton extensively under the same conditions.

The figures with regard to wool production are equally striking. In 1890 we produced 4.29 pounds of wool per capita. In 1917 only 2.72 pounds per capita.

We import now 50 per cent of our wool consumption. We ought to produce that at home; and we can if we will.

Sheep increase rapidly—from 50 to 100 per cent annually—as compared with the number of ewes. It is, there-

fore, natural to ask 'why can't we get the necessary increase at once by conserving the lambs instead of sending them to market?'

There are two reasons. One is that the western ranges already have all the sheep they can feed without deterioration of the range. The other is that many sheep raisers depend for their income as much on selling lambs as selling wool. The industry is largely on that economic basis.

It comes, therefore, largely, down to a question of using for sheep raising our cut-over timber lands and our farms. That sheep can be raised abundantly and profitably on farms is evident from the experience in England.

There is every reason, in the opinion of the committee, why for the sake of our economic welfare and independence, we should act on the fact that we can raise enough sheep if we will, and reap advantage and profit in so doing.

WASHINGTON, D. C., June 1.—The sheep industry in the United States must either adjust itself to the changed economic conditions of this day or continue the decline which has been its portion in years past. Such is the conclusion reached in a report issued on the sheep and wool industry by the Committee on Statistics and Standards of the Chamber of Commerce of the United States.

The principal remedies suggested in the report to arrest the present steady decline in our production of sheep are:

First, the use of sheep grazing of the agriculturally worthless and cheap cut-over timber lands of the north, northwest and south.

Second, the more general and systematic raising of sheep on farms, where sheep raising has been hitherto neglected largely because of frontier competition.

CLOVER LAND

Clover-Land's Invitation to Western Sheep Men



HELD up by the big snow storm which was general throughout the country, but with plenty of enthusiasm, the Clover-Land delegation arrived in Salt Lake City in January, 1918, a little late for the opening of the western sheep and cattle-men's convention, but not too late to make the "big noise."

Altogether there were a dozen men from Clover-Land, six of whom were delegated by the Upper Peninsula Development Bureau. So thoroughly were the opportunities for grazing industry in the upper peninsula of Michigan advertised for the last several weeks, that the arrival of the Clover-Land representatives was eagerly awaited by the westerners, and led by Frank J. Hagenbarth, president of the National Wool Growers' association, their welcome to the visitors was complete.

President Harmon Speaks.

President Harmon was the only Clover-Land man who took part in the program, and his talk, which was brief, but to the point, seemed to be thoroughly appreciated. The speech follows:

"President Hagenbarth and gentlemen of the convention: I feel very much at home today. I do not feel very much at home, however, on this platform, because this is one of the very few times I have attempted to address a convention of this character, and it takes courage to address under these circumstances, a gathering, representing, as this does, one of the big industries of the nation.

"I feel very much at home in this western country because it is the country of my birth, boyhood and early manhood. My father commanded the United States troops that guarded the preliminary survey of the Union Pacific railroad from Omaha to Salt Lake City in 1867. In a relative sense therefore, I feel I have a place in the early history of this great city. I was born at a military post in Dakota and for that reason I feel I have a right to call myself one of you.

Father in Cattle Business.

"I am sure many of the old-timers remember Captain Harmon of Montana, because he was one of the five men to organize the Montana Stock Growers' association, back in the early '80's. He was the first man to engage in the cattle business on a large scale in eastern Montana, where he located the old "22" Ranch in 1882. Captain Harmon, with such men as Joe Scott, John Holt, Paul McCormick, John T. Murphy, Con Kohrs, Henry Tusler, Pierre Wibaux, Skew Johnson and many others, were the pioneers whose interests dominated the great northwest range country. I mention Captain Harmon, especially, because I have the honor to be his son and with him I spent over twenty years of my life on western ranges.

"Back in the late '90's I made an over-land trip from my father's ranch to Miles City, a distance of one hundred miles, with Jim Hunter, who, as

BY ROGER M. ANDREWS

you know, is now a banker and a big sheep operator at Miles City, Montana; and in discussing the ups and downs of the sheep and cattle business, (and it was mostly the "downs" then,) Jim was much discouraged over the future of the range business. Unlike Horace Greeley, of old, who said 'Go West, young man,' Jim advised me to go East, so I moved to Michigan and I am now in the lumber business on a large scale. While now a resident of Michigan, noted for its mines, timber and large automobile plants, I still feel I am one of you and that you will be interested in what I have to say.

Aims of Bureau.

"I am here today representing a very important part of the great state of Michigan. I am here as president of the Upper Peninsula Development Bureau, a semi-public organization sustained largely by the fifteen counties of upper Michigan or Clover-Land. No part of the bureau's funds comes through profit; it cannot buy nor sell anything; it simply deals with educational development projects. If every acre of land in Clover-Land should be sold, if every tourist in America should motor through Clover-Land, if a large number of you sheep men should come to our country and locate it would not make the bureau one penny richer. It is an organization to spend money and not to make money. The bureau has two aims—first, to educate the people of the country as to the opportunities to be found in Clover-Land, and second, to bring as many people as possible to Clover-Land to live. Therefore, when the "More Sheep, More Wool" cry went up last fall, it awakened an interest in our country.

"Permit me to say that with my knowledge of grazing, secured through actual life in the western ranges, I have long contended that Clover-Land was an ideal location for sheep husbandry and for that reason I became vitally interested in the grazing question when President Hagenbarth of your association sounded the warning at the Great Lakes Wool Convention at Chicago last September.

What Hagenbarth Said.

"We invited Mr. Hagenbarth into our country to look it over and he agreed to come on the condition that he be permitted to tell just what he thought when he was ready. We agreed, because we had confidence in him and in our country and because we wanted to know the truth. Mr. Hagenbarth came, and saw, and at a meeting called to hear his views, in Menominee on Oct. 10, he said: 'You have the greatest live stock and dairy country in the United States, if not in the world. You can care for eight million sheep and one million cattle.'

"We are here today, the guest of your association, to tell you of the possibilities of the Great Lakes range country, known as Clover-Land.

"Clover-Land, which is the upper peninsula of Michigan, consists of over ten million acres, not more than ten per cent of which is at the present time occupied. We have several tracts from five to fifty thousand acres now available for pasturing live stock. We have made a partial survey and have checkings on nearly two million acres now ready for your inspection. Fair investigation of our range country will, I am sure, convince you that you have a better chance for success, all things considered, than your fathers had in the early days of free ranges.

Inviting Conditions.

"Many of the inviting conditions that brought men into this sheep game in this western country and helped make you a success, exists today in Clover-Land to a much greater extent than you can appreciate. I will not have time to go into details pertaining to our lands and grazing conditions, but on the important issues, we feel we can satisfy you.

"Of the fifteen counties of upper Michigan, one-half ship to outside sections a large tonnage of hay annually. One county alone shipped in 1917 hay to the value of one million dollars.

"One of the first acts of the federal government, after taking over the railroads, was to issue a priority order, directing the Soo line to RUSH to Rudyard in eastern Clover-Land, eight hundred cars to move hay ordered for export.

"Your winter feeding problem is indeed an easy one. Lumber for fencing and sheltering your herds may be had at extremely low prices, in some cases you will find enough timber on your lands to take care of your improvements, at practically no cost outside of the labor.

"Freight rates are a big factor.

Quick Transportation.

"Wire fencing and other supplies needed for your ranch improvements may be shipped from Chicago, Milwaukee, Detroit, Minneapolis and St. Paul to your stations at a freight cost of one-tenth of what you pay today. Quick transportation facilities and low freight rates must impress upon you the low cost of doing business in Clover-Land.

"Your range situation, gentlemen, in the west, is a serious problem. Droughts, lack of ranging facilities and other unfavorable conditions now compel you to seek other locations. We have millions of tons of range feed going to waste annually for the want of live stock to use it. Unless you do something in a practical way, your sheep business will cease to be a business. Therefore, from a patriotic standpoint and from an economic standpoint and as American citizens, striving to do the most for the protection of one of our greatest resources, we feel you owe it to yourselves and to your country, to make a thorough, careful and business like

investigation of the ranges in the Great Lakes region.

Offers Free Lands.

"That is why the officers of this bureau are here today. We are here not to sell you lands because we have no land to sell. We are here to interest and induce you to come to our country, investigate conditions and try out our lands without cost to you. Our big land owners, who wish to cooperate in this matter, have turned over to our bureau 250,000 acres of desirable lands in tracts of one to twenty thousand acres for submission to you, under the following terms:

"First—You may use these lands for two years without cost.

"Second—You are to pay the taxes during the third year.

"Third—You are to pay the taxes and a rental based on six per cent of the purchase price during the fourth and fifth years.

"Fourth—At the end of the last year you are to pay ten per cent of the purchase price and make such future payments as agreed upon between you and the land owner.

"Fifth—The prices of the lands are to be \$10, \$7.50 and \$5 per acre.

"Now, gentlemen, we want to impress upon you that we are not here to sell lands. We are not land agents and there is not a land agent from upper Michigan here today who has the sanction of our bureau. We have asked our land selling people to stay at home, because we want to prove to you that our proposition is based on two great principles—patriotism and development.

Six Delegates Named.

"Clover-Land is officially represented here today by six men. There is G. Sherman Collins, one of our leading bankers, who is organizing a Live Stock Loan association to look after you just as you are cared for here. There is George M. Mashek, who operates a sheep ranch in Clover-Land at a profit, and I would like to have you discuss actual sheep problems with him; there is Charles R. Hutcheson, who is our extension man and who has gone over every proposition which we have to offer here today. There is Colonel Roger M. Andrews, member of Governor Sleeper's staff showing to you that the executive of our state has confidence in us; there is George W. Rowell, Jr., secretary and manager of our bureau, and myself. We have a parlor in this hotel and will be glad to see you any time of the day or night. We have complete information regarding our tracts, booklets and maps of our country and will be happy to give you any information you desire.

"Gentlemen, I have stated our case. We do not want to sell you lands. We want your interest. We want you to come into Clover-Land after lambing season next spring and be convinced that when Frank Hagenbarth said 'We have the greatest live stock country in the United States, if not in the world,' he told the truth, the whole truth and nothing but the truth."

CLOVER LAND

He Never Would Stay on the Edge of Things

Good reading for Clover-Land friends of "that Templeton boy"

HERE is a son of Clover-Land whose great degree of success in life might well be attributed to the title of this article.

He is Allan A. Templeton, now one of Michigan's foremost business men, who, a few years ago, was one of those earnest young workers whose later accomplishments have raised the name of the state high on the honor roll of the nation and the world.

Mr. Templeton began at the edge of things. He was born in Green Bay, Wis., November 21, 1874, and spent his early boyhood along the edge of the Menominee river. Later the edge of Sturgeon Bay knew him, for he moved with his parents to the city of the same name, remaining until 12 years of age.

It was in the country schools of Sturgeon Bay that he received the only education that was ever provided free for him. The remainder of his knowledge, and it is anything but inconsiderable, he worked for and sacrificed for and paid for.

Michigan first knew "that Templeton boy" when, at the age of 12, he came to Menominee and began his business career—again at the edge. His first employment was as a carrier of edgings in the lath mill under John McLean in the Ludington, Wells & Van Schaick mill and later in the sash and door factory that was then operated in "Finntown," the northern part of Menominee.

It was here that he actually broke through the edge of the business world. In two years of hard labor at fifty cents per day, he managed to save enough money to pay his board for six months in advance and to meet the tuition fee of \$100 for a half-year's course in a business college, then located in the Leisen & Henes block. In the spring, young Templeton had a shock. He couldn't find a position where he could utilize the talents the schooling had given him. In those days bookkeeping jobs were scarce and applicants for them many and little heed was given to the earnest-faced boy who pleaded that he was capable of handling an office.

So it was back to the mills again for Allan; back again to the very edge of things. He found work in the shingle mill of the Kirby-Carpenter company and devoted himself to the production of roof covering until there came an opening in the insurance agency of Franklin H. Brown. Here the pay was \$20 per month—the cost of board and room \$18 for the same period. In addition, the work was not altogether office work. Mr. Brown, among other things, was manager of the opera house and for a year Allan scurried about town, tacking up advertising signs, distributing handbills, shifting scenery, taking care of theater "property," and acting as general utility man, with some bookkeeping and office managing thrown in for good measure.

At last the coveted position offered itself, however, and Templeton became office executive for F. C. Nowack, fuel dealer. Later he entered the employ of S. C. Packer, also in the fuel business, and, after a few months went to the bicycle shop of A. Dudley. He was on the edge again; starting into a new line of work. But again he got under the shell and his career in this line was his first step toward his great business success. In 1895 Mr. Templeton found his life mate in Miss Ama Brinnan, of Marinette, and a year later he took his bride to Chicago, where he became bookkeeper and collector for a metal polish manufacturing concern at \$10 a week. From this edge he advanced rapidly to



Hon. Allan A. Templeton, a Clover-Land product

manager of the firm's New York office, remaining in the metropolis until the business was sold.

Back in Chicago, it was another case of starting at the edge. The best position the young man could find was as bookkeeper and collector for a photograph enlargement firm at \$12 per week, though he later moved to the bookkeeper's "cage" of a State Street department store at \$15.

At this point the overwork he had always indulged in brought a protest from nature and for four months Mr. Templeton was a victim of nervous prostration and seriously threatened with blindness. But even this calamity failed to down him. While trying to recover his health he determined that he would study medicine and perhaps be instrumental in saving others from the perpetual darkness with which he had been threatened. And when he entered the employment of Morgan & Wright, rubber manufacturers, in which firm he advanced from a \$15-a-week clerk through the positions of department manager, purchasing agent, shop foreman, assistant superintendent, superintendent and works manager to vice-president, he took up the task of fitting himself.

Because of his lack of high school education, it was necessary for him to spend a whole year of night study in a preparatory school. Then there was a four-year medical course, with all work accomplished and all classes held at night. He "got under the edge" and received a diploma as doctor of medicine and the position of member of the faculty and lecturer to classes. By this time Mr. Templeton found himself in positions of responsibility with his firm, and his medical talents, in actual practice, he confined to treatments of injuries to the

workmen in the factory and to treatment of the families of the workmen—always after working hours and always without pay.

In 1906 the development of the automobile industry and the demand for automobile tires brought his firm and Mr. Templeton to Detroit, where, until 1915, he was closely identified with the advance of the motor car business.

Mr. Templeton established his own business in 1915, when he purchased an interest in and became president and general manager of the Detroit Seamless Steel Tube Company. This business has grown, under his efficient and vigorous direction, from \$400,000 in 1914 to \$2,500,000 in 1917.

Detroit's recognition of the unusual Templeton talents was instantaneous and for several years he has been a leader in Michigan's first city. For three years he served as president of the Employers' Association and a five-year activity in the Detroit Board of Commerce, in the transportation department and as vice-president, resulted in his being chosen for president during the year 1917. He is president of the Society for Saving, a building and loan organization which provides homes for workmen without profit, and is a member of the Detroit Athletic, and Detroit Boat clubs. He is a thirty-second degree Mason and a Knight Templar, and his chief recreations are hard work, the enjoyment of the new home he has recently purchased in Grosse Pointe and the 250 acre farm near Ann Arbor, where he is raising blooded livestock, and yachting. He was for two years commodore of the Detroit Boat Club. Additional recreating he gets by being very active in all war work, through which he has been drafted as chair-

man of the Wayne County War Board and as member and director of the district Liberty Loan and Patriotic Fund Committees.

For some time Mr. Templeton has been in close contact with war activities at Washington and his big Detroit plant, employing more than five hundred men, is almost entirely engaged at present in producing materials for the emergency fleet and United States navy.

The latest activity with which Mr. Templeton has become identified, and perhaps the one that is of most interest to Clover-Land folks, is the candidacy of his close personal friend and business associate, Truman H. Newberry, for the United States senate. As general chairman of the Newberry Senatorial committee, his work will greatly assist the candidate who is such a general favorite in the Upper Peninsula.

"What have I to say for Clover-Land?" repeated Mr. Templeton, in a recent interview. "Nothing but good. That part of Michigan always has had, and always will have, a warm spot in my heart. It was the scene of my early struggles and the district to which I owe much of whatever success I have attained. And I could see a great future for it, even back in the days when the timber was disappearing and people were turning to the sugar beets, the shoes, the paper, the machine shops and the agriculture which have been developed. I confidently look for the complete utilization of the cut-over timber lands, first for grazing and later for general agriculture.

"And one of my keenest interests is in the future for the laboring man in Clover-Land. I was a laboring man once myself, and am yet, and I have never for a moment forgotten it. It has always been my ambition to see that the workers got everything due them and my own employees are practically one big, happy family, sharing, as they should share, in whatever return the business they help to create produces in the way of profits. Clover-Land certainly holds out promise to the workingman, just as it does to all citizens, and I shall watch the development of the whole district closely."

Herman Salinsky has been appointed county merchant representative by the United States Food Administration at Washington. His work will be to secure the co-operation of the retailers of Escanaba and Delta county in giving publicity to the food administration program. He will work with the county food dictator.

Throwing rice at departing brides and bridegrooms now is unpatriotic, the food administration has decreed.

At a meeting of the Upper Peninsula Development bureau held at Marquette, the decision was reached to carry on the work of the bureau to the close of the year, so there is assurance that the sheep grazing project will not be dropped at a time it is just getting ripe, but will be carried on with the necessary vigor during the summer months.

The county registration boards are beginning to map out plans for the registration of youths who have reached the age of 21 years since June 5 of last year.

The city of Sault Ste Marie has purchased a 2½ ton truck of the Kelly-Springfield company to be used by the engineering department. It is expected that the saving of time over that of using horses and wagons will pay for the truck within two years.

CLOVER LAND

Actual Results of Bureau Sheep and Cattle Campaign

[This is the Official Report of the Upper Peninsula Development Bureau. It is the most important document in Clover-Land today]

TWELVE grazers have been located in Clover-Land.

There are 67 more who have set dates for visits here; 131 who have said they were coming and 123 who are "interested."

Hence all this "hullabaloo" for months past on the subject of "More Sheep, More Wool, More Meat"; all this money spent in boosting Clover-Land as a grazer's mecca; all this energy used in presenting the claims of the peninsula before the stockmen of the west has brought results. And results which are already beyond the fondest hopes of the Development Bureau, but results which will grow week after week throughout the summer—yes—and throughout the years to come. This statement is based on the undisputable fact that Clover-Land is the right place for grazing and on the oft proven inclination of man to "follow the leader" if he happens to be successful in a certain line of business.

That the grazers of the west are being crowded out and need new ranges and that Clover-Land offers these ranges is a positive statement. Hence, but one thing was left to do—that of proving to the crowded-out grazer that Clover-Land had what he needed. The grazers who have been here thus far have found this to be true, have secured ranges and look for their friends to follow them. If human na-



George W. Rowell, Jr., Sec.-Manager

ture works out with grazers as it does with other persons then it is only a matter of time when Clover-Land will possess a vast number of sheep and cattle while ranchers will be a common sight here.

But the work of placing Clover-Land's opportunities before the eyes of the crowded-out grazers in the west was not such an easy task. Few persons really understand how tremendous a job it was and what time, energy and money had to be used in order to properly place the opportunities of the peninsula before the grazers.

George W. Rowell, Jr., secretary and manager of the Development Bureau, in his annual report at the Marquette meeting, held in the city hall, Tuesday, May 14, told of this work in detail.

"Two years ago in July when I took up the work for the bureau Mr. Harmon—our president—came to me and said that grazing was the right thing to boost and that the future of Clover-Land lay in developing that end of agricultural endeavor," said Mr. Rowell. "Mr. Harmon was born on the ranches of the west and knows the grazing game. He has been here long enough to know our conditions and

To the People of Clover-Land:

Following is a list of grazers who have been placed on cut-over areas in Clover-Land by the Upper Peninsula Development Bureau:

JOHN CORSON, of Wyoming, has taken 1,100 acres in Luce county eight miles north-west of Newberry. He has hired a land clearing company to clear 300 acres so that it can be plowed this fall and sowed to hay. He will have buildings and fences erected this summer and will ship in 800 head of sheep next spring. Everything will be ready when his flocks arrive.

ALEXANDER MCGREGGOR, of Wyoming, came here with Mr. Corson. He has leased 500 acres next to his friend in Luce county and will bring 500 sheep here next season.

FRANCIS R. K. HEWLETT, of South Dakota, has taken over the old Emblagaard farm at Big Bay, Marquette county. He is selling out his western property now. His father-in-law, F. A. Randall, and head sheep man, L. O. Prettyman, are already at Big Bay. Mr. Hewlett will follow in June. He writes that he will have from 40,000 to 50,000 sheep here next spring. He will take over about 50,000 acres in all but his grazing tract has not yet been completely lined up as yet and the location must, therefore, be kept confidential.

ROBERT BURTON, of Missouri, has 5,000 acres in Menominee county and will bring 1,000 sheep here this summer. He is a friend and business associate of Mr. Hewlett.

J. L. GRAY, of Idaho, has agreed to take 20,000 acres in Marquette county. He will ship in 15,000 sheep this summer, many of which he will market this fall.

S. Z. SCHENK, of Colorado, has taken 14,000 acres in Dickinson and Marquette counties and will have 4,000 sheep on his ranch this summer. He has already seeded 200 acres for winter feeding. Mr. Schenk is not entirely a bureau prospect, having been first attracted to Clover-Land through bureau advertising but located through private interests.

W. G. DAVIS, of Idaho, will take 40,000 acres in Schoolcraft county and Delta county. He has not decided how many sheep he will bring here

this summer or whether he will wait until spring before shipping.

C. D. MICHELSON, of Utah, will take 5,000 acres in Chippewa county, and ship in 1,000 sheep this summer.

DELL PRATT, of Wyoming, will take 5,000 acres in Dickinson county and Marquette county. He will ship in 3,000 head this summer.

W. B. MACBEATH, of Arizona, **W. E. THWAITES**, of New Mexico, and **FRANK M. KING**, of Arizona, will take 10,000 acres apiece. They will ship 3,000 cattle this summer for summer grazing. They will graze in Dickinson county because the best open tracts are to be found there. Permanent ranches have not as yet been selected.

Everyone of the above has been here and looked over his tract. Two others were here but returned to their homes without making selections, both saying they would return later.

Prominent western interests have had representatives here just to look over the country. They came just for an inspection and not to locate. Important movements will follow but cannot be announced just yet.

There are six grazers here now looking over the country. At this time they have not made selections of tracts but all are well pleased with the general situation.

It will be noticed that the western counties have not as yet been listed as having secured grazers. This is due to the fact that most of the tracts offered to the bureau for preliminary offers are in the Central and Eastern parts of Clover-Land. However, only a handful of the grazers who have set dates for their visits here have arrived. There are 67 grazers who have written and named dates for visits; 131 who have said they were coming, but did not set dates and 123 who claim to be "interested." Many other "idle inquiries" have been made but are not listed as REAL prospects.

It should be remembered that as time moves along and grazing develops it will spread into all counties where tracts can be secured.

GEORGE W. ROWELL, JR.,
Secretary-Manager.

his judgment is so sound that when he made that statement I knew it was right and we started to work."

Mr. Rowell then told of investigations being made among sheep, cattle and goat raisers here. None of them

operated on a large scale but all were very successful. Then came the statement from the late W. F. Raven, animal husbandman for the Agricultural college, who said that this was the best grazing country in America. These

strong arguments coupled with the natural condition of grass, clover, running water, great cutover areas, vast crops of hay and proximity to the Chicago markets drove home the statement of Mr. Harmon.

Time went by. War came on. There was an increased demand for wool and meat. The supply was short because of unfavorable western conditions. A cry went up throughout the country for a greater supply. The climax had been reached. The psychological moment had arrived. Now was the time for boosting Clover-Land as a grazing section.

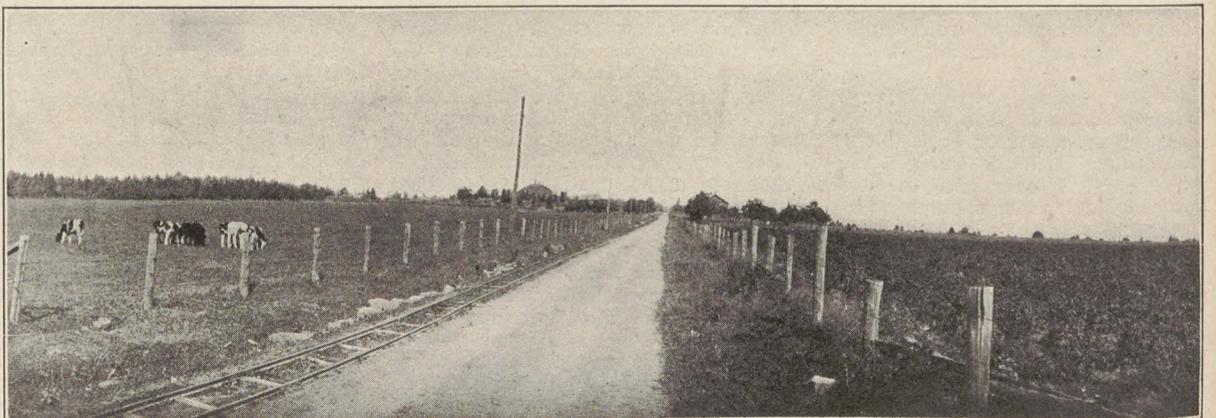
The first concrete act along this line took place in Chicago on September 11 and 12, when the Great Lakes Sheep and Wool Bureau held a convention. This was backed financially by development bureaus, packers and manufacturers, all of whom were interested in the movement. During the meeting Frank J. Hagenbarth, president of the National Wool Growers' association, said that the country was in a bad way for sheep and wool and that the supply would decrease fifty per cent in three years unless some immediate help was secured. During the meeting President Harmon, Charles R. Hutcheson and George M. Mashek, a Clover-Land sheep raiser, spoke on Clover-Land's opportunities. Motion pictures were shown and explained by Secretary Rowell. Mr. Hagenbarth was impressed by the Clover-Land representatives whom he met and when the bureau invited him to come here he accepted.

Mr. Hagenbarth came to Clover-Land on October 8, 1917. Before coming he wrote to the effect that he would give his honest version of Clover-Land from a grazer's standpoint. He had no personal nor financial ties here and was moved by patriotism alone. He spent October 8 and 9 looking over Clover-Land and went to Menominee on October 10 where a meeting had been called by the bureau.

"Clover-Land is the greatest dairy and livestock region in the United States—if not in the world."

That summarizes Mr. Hagenbarth's impression. It is not all that he said, but space will not permit more of his report being repeated here. The bureau has his full statement in pamphlet form and will gladly mail it to interested persons. It will also be found in full on another page of this magazine.

With such a wonderful boost on the part of one of the most famous grazers in the world and with past successes in grazing added to it, the bureau workers were confident that they



Amid the high lands and good roads of Clover-Land

CLOVER LAND

faceted a satisfactory job ahead of them.

It was agreed that Clover-Land and Wisconsin development bureaus would work together in order to interest grazers and to prove the movement was not a land selling scheme. Clover-Land land owners were called together at Marquette on November 22 where they agreed to furnish large tracts of lands to the bureau which could be offered to the grazers on the following basis:

- First—No payments of any kind during the first two years.
- Second—Payment of taxes during the third year.
- Third—Payment of taxes and a rental fee based on six per cent of the purchase price during the fourth and fifth years.
- Fourth—Payment of ten per cent of the purchase price at the end of the fifth year and future payments according to the agreement between the buyer and seller.
- Fifth—Lands were to be listed at \$5, \$7.50 and \$10 per acre.

Then followed a joint meeting in Milwaukee, but when the Wisconsin land owners refused to decide on a flat offer as a preliminary proposition the Clover-Landers felt that they could do nothing else than break away and advertise separately.

Charles R. Hutcheson, an expert agriculturist and land man, was engaged by the bureau to line up grazing tracts which could be offered westerners under the above lease-option agreement. His work was excellent so that when time came for the great livestock conventions Clover-Land was ready.

Mr. Hagenbarth's invitation to the bureau to send representatives to these conventions at Salt Lake City, January 15, 16, 17 and 18, 1918, was eagerly accepted. The generous interest of Mr. Hagenbarth has proven one of the greatest aids to Clover-Land and the bureau acknowledges in these columns his most remarkable assistance — an assistance without which little could have been accomplished and an assistance which may mean the utilization of Clover-Land's vast cut-over districts and the building up of an immense and new industry here.

The bureau sent the following to the convention at a total cost of \$1,400: Leo C. Harmon, president; George W. Rowell, Jr., secretary; Charles R. Hutcheson, extension specialist; G. Sherman Collins, representing the financial interests; Roger M. Andrews, representing Governor Sleepers and the publishers of the peninsula; George M. Mashek, Clover-Land's greatest grazer.

An office was opened in the Hotel Utah where the conventions were held. Maps, pictures, pamphlets and books were everywhere. Clover-Land men were present at all times to greet the interested grazers and give them correct information regarding the country. Other regions also had offices but it was noticeable that Clover-Land had more visitors than all others put together. Large signs in the lobby of the hotel showed the way to the Clover-Land office.

President Harmon spoke at the Utah State convention of sheep men but his greatest effort was before the National convention. His talk was like that of one business man to another. Having been a former resident of Montana Mr. Harmon was able to bring in reminiscences which pleased the westerners and drew them close to him. His talks were very impressive and, coupled with constant personal work, brought interest into the minds of many westerners for Clover-Land.

It was evident to the Clover-Landers

Officers and Directors of the Upper Peninsula Development Bureau

President	Leo C. Harmon	Manistique
First Vice President	F. H. Vanderboom	Marquette
Second Vice President	Howard Nadeau	Menominee
Treasurer	H. W. Reade	Escanaba
Secretary and Manager	George W. Rowell, Jr.	Marquette

DIRECTORS:

Alger county	G. Sherman Collins	Munising
Baraga county	Hubert Brennan	L'Anse
Chippewa county	Norman H. Hill	Sault Ste. Marie
Delta county	B. J. MacKillican	Escanaba
Dickinson county	S. J. McGregor	Iron Mountain
Gogebic county	Robert Douglass	Ironwood
Houghton county	J. T. MacNamara	Houghton
Iron county	E. S. Coe	Iron River
Mackinac county	L. H. Hotchkiss	St. Ignace
Marquette county	R. P. Bronson	Ishpeming
Menominee county	J. J. O'Hara	Menominee
Keweenaw county	S. R. Smith	Ahmeek
Luce county	M. E. Beurman	Newberry
Ontonagon county	August Wallen	Ewen
Schoolcraft county	Benjamin Gero	Manistique

that the westerners were in a bad way for grazing territory. It was evident that they had a remarkable opportunity to boost Clover-Land. It was evident that the time had come to "do or die." Hence a meeting of all Clover-Land persons present—and there were several besides the bureau representatives—was called. It was J. M. Longyear, who said that he believed the bureau should "make or break" on the grazing proposition. The others agreed with him and the die was cast.

A motion picture show was staged during the evening of the eighteenth at which 400 grazers saw Clover-Land scenes and heard them described by Secretary Rowell. It was evident that the westerner had been aroused but that he needed more "work" before he could be convinced that Clover-Land offered him a new and better home for his sheep and cattle.

A western office was suggested by Mr. Harmon. Other Clover-Landers agreed with him. It was very plain that the "surface had been scratched" but more and personal work had to be done to get actual results for the time and money already spent.

"I consider the bureau's work at the convention the best stroke in its history. I know much was accomplished. The grazer as been interested" was the version of Mr. Longyear regarding the meeting.

"I liked the snappy way you Clover-

Land fellows worked," said Dr. Edwin Lodge of Detroit. "You handled the work excellently and should win."

"You Clover-Land men got in on the ground floor and made the most of it. I congratulate you and believe your work will bring big results," said Hon. Augustus C. Carton, commissioner of Immigration for Michigan.

The western office was opened at Salt Lake City. Mr. Hutcheson was placed in charge. He traveled through twelve States from Salt Lake and conversed with grazers. He met them on trains, in hotels and at their ranches. He worked day and night and much of the success of this movement is due to his constant application to business.

Coupled with this work, Mr. Rowell kept up a constant "gun-fire" of publicity and advertising. Large spaces were taken in magazines which would do the most good. This kept Clover-Land before the eyes of the westerner and proved to him that "where there was so much smoke there must be some fire."

A new booklet was issued. It was short and snappy. The great clover field cover proved attractive and 11,814 have been mailed to grazers throughout the country while 3,000 have been sold to land owners who have distributed them among their own prospects.

Little has been said "at home" re-

garding all this grazing work because the bureau heads decided that they would "make good" first and then tell the story. However, it became necessary to lay the full plan before the bankers of Clover-Land because their interests were needed in order to form a Livestock Loan association, for grazers require loans at certain times of the year just as do any other business men. The bankers were appealed to by G. Sherman Collins for the purpose of organizing a Clover-Land Livestock Loan association. The progress of his efforts are told elsewhere.

But what has been the result of all this work which has stretched out over two years of time?

First, twelve actual grazers have selected tracts in Cloverland as their future homes. Their names are given elsewhere. These twelve men know that Clover-Land is a grazer's mecca and they are selling out their western holdings and are to move their families, flocks and implements here. They came and saw and believed. They are proving it by moving. All of these twelve are coming under the lease-option plan, described above, but the bureau has made it very plain to all that this plan is only an introductory proposition made to the first practical grazers who will come here. The bureau has also said, however, that the large land owners in Clover-Land will make liberal prices and terms when all of the lease-option propositions have been taken.

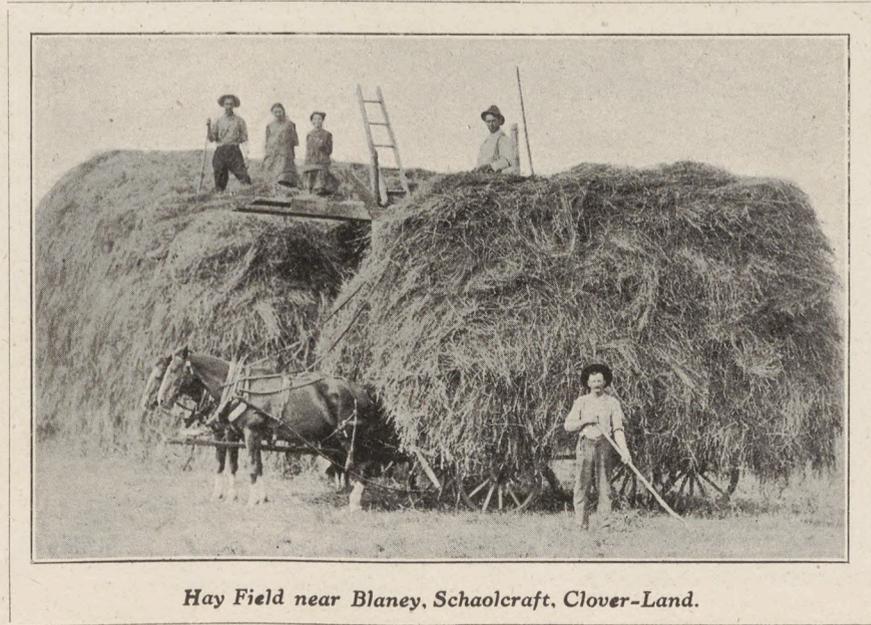
There are 67 grazers who have written to Secretary Rowell saying that they are coming to Clover-Land and have specified the time; 131 have written him that they will be here "sometime this summer" while 123 have said that they "would visit Clover-Land" but named no time. There were many others who sought information but are considered "idle inquirers."

That visitors have been immensely impressed with the country is proven by their letters published elsewhere in this issue. The bureau has handled all visitors to date without turning them over to the land owners until the grazers found just what they wanted. The very fact that the bureau in no way makes a profit and that it works independently of land owners has proven to be the greatest argument in favor of bringing the grazers to Clover-Land. When the prospects arrive they are taken to such localities as Mr. Hutcheson thinks will best suit their needs. All counties have not been furnished with grazers as yet because some have no grazing tracts to offer while others did not meet the requirements of the first few prospects.

Conservative movement has been urged by the bureau. The grazers have been warned against "Rushing in where angels fear to tread." In other words the bureau workers have urged grazers not to ship in too many sheep or cattle this season but to come here and prepare their places so that they will be ready next season.

The example of John Corson, who hails from Wyoming and will be located in Luce county, best exemplifies the bureau methods. Mr. Corson took 1,100 acres under the lease-option plan. He has contracted with the A. J. Kirstin Company of Escanaba, to clear up 300 acres this season. He will build his fences and sheds. Thus, next spring when he ships in his stock he will have winter feed planted, barns ready and everything in shape to insure success. This conservative plan is favored, although some of the westerners will move their flocks here this summer. To be sure, several thousand sheep and cattle can easily be cared for. However, the bureau workers wanted to hold down the number so as to be absolutely sure of a successful grazing season.

[Continued on Page 28]



Hay Field near Blaney, Schoolcraft, Clover-Land.

CLOVER LAND

The Sunny Side of Clover-Land

BY HON. R. E. MACLEAN of Wells

(Mr. MacLean has been for years a leading factor in the development of Clover-Land in general and Delta County in particular. For the last 10 years he has been chairman of his county board of supervisors, and is general manager of the famous I. Stephenson Company Trustees. His word is as good as any bond.)

IF the reader will look at a map of the Upper Peninsula, and particularly the counties of Delta, Marquette, Dickinson and Menominee, in which the 400,000 acres of land now offered to settlers by the I. Stephenson Company trustees are located, and note the course of the rivers, he will at once appreciate the fact that the term "The Sunny Side of Clover-Land" is used advisedly. The rivers show that the height of land, or dividing line between Lake Michigan and Lake Superior, lies north of the central part of Marquette county. This dividing line is about 1,000 feet above the level of the lakes, and the lands to the south of the dividing line sloping to Lake Michigan, have a full sun exposure, hence the term "The Sunny Side of Clover-Land."

The two principal rivers of this district are the Escanaba and the Ford. These two rivers, which have their sources in Marquette county, run almost parallel with each other and from six to ten miles apart, flowing southeasterly and emptying into Lake Michigan—the Escanaba emptying into Little Bay de Noc at Wells, two miles north of the city of Escanaba, and the Ford emptying into Green Bay at the village of Ford River, seven miles south of Escanaba. These two rivers are among the most beautiful and picturesque that can be found anywhere, and, together with their numerous branches, they form a most complete drainage system for the lands tributary to them.

It is on either side of and between these two rivers that the 400,000 acres of land owned by the I. Stephenson Company Trustees, and now, for the first time, opened to settlers, are located.

Railroads and Highways.

There is no part of the Sunny Side

of Clover-Land that is more favorably situated for railroad and highway facilities with which to reach markets than is the district in which the 400,000 acres, now opened to settlers, is located. A glance at the map of the

at Wells, extends in a northwesterly direction, and almost in the center of the lands of the I. Stephenson Company Trustees, and connects with the main line of the Chicago, Milwaukee & St. Paul Railway at Channing.

its favorable location its temperature is less extreme as to both heat and cold than might be expected, when compared with other localities in this latitude. The mean annual temperature is about seven degrees lower than the temperature of the latitude of Chicago and Detroit. Nearly every



These lands are not for sale to land speculators at any price

Upper Peninsula, will show that there is hardly a point in the entire district that lies more than six or eight miles from some railroad.

The Escanaba & Lake Superior Railroad, with terminal headquarters

The Metropolitan branch of the Chicago & North Western Railway, running almost exactly parallel with the Escanaba & Lake Superior Railroad, also passes a distance of about ten miles between the two railroads, also passes through a section of these lands. The main lines of the Chicago & North Western Railway and the Minneapolis, St. Paul & Sault Ste. Marie Railway also pass through these lands.

Each of the four counties—Delta, Dickinson, Menominee and Marquette—in which the lands of the I. Stephenson Company Trustees are located, a number of years ago adopted the county road system, and they have trunk highways reaching in all directions. Some of the lines of these county trunk highways run through these lands, and these trunks are supplemented by excellent township highways. It is admitted by the Michigan State Highway Commission that the county roads of these four counties are unequalled in any other counties in the state. Many miles of the roads included in the county system are being improved by grading, lowering of grades and macadamizing each year, and the townships are also carrying on the same system of road improvements. These excellent macadamized roads are a great factor and are of prime importance in the development of this Sunny Side of Clover-Land. Good roads shorten the time and minimize the expense of getting crops to market.

Unexcelled Climate.

The climate of this Sunny Side of Clover-Land is very largely influenced by the Great Lakes—Michigan and Superior—lying as it does on a peninsula between the two. As a result of

year there are a few days when the thermometer registers above 90 degrees, and a few when it falls below 20. In June, July, August and September it varies from 60 to 75 degrees.

In winter the snowfall is somewhat heavier than in most southerly latitudes, although it is never excessive, but the air is pure, dry and full of vitality to man and beast. The value of this snowfall as a covering for the ground is inestimable. It is equally distributed on the ground, and protects all fall grains, clovers and grasses from being winter killed.

It is a fact well known that during the growing period of the crops in this section we have longer days and a greater number of hours of sunlight than they do farther south. This increase in hours and sunshine causes a more rapid growth of vegetation and matures crops in a shorter period than is required in more southerly latitudes.

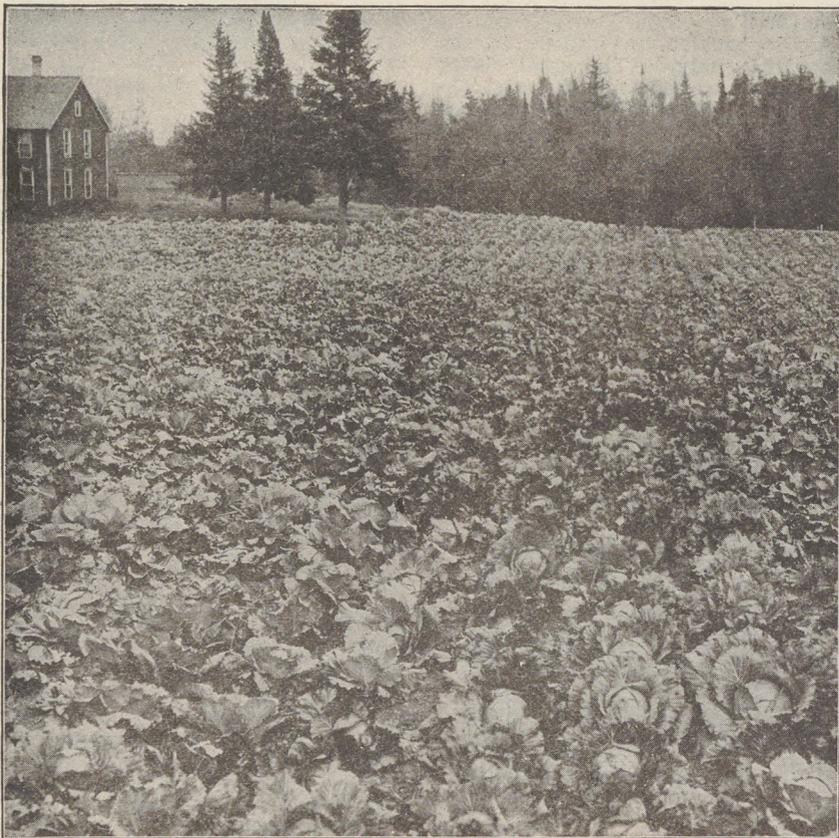
Rainfall.

The rainfall in the Upper Peninsula averages about 34 inches. A large part of it, 14 to 18 inches, comes during the growing season, so there is little or no deficiency of moisture for watering crops.

The rainfall here is more nearly uniform each year than in prairie districts, and no droughts have ever been known. Think what this means to you, gardeners, fruit growers, cattle and sheep men.

Every farmer knows the value of the land of a crop of clover. On the other hand he knows that a soil capable of growing a heavy crop of clover is good soil. In this district from 1 1/2 to 3 tons clover per acre are grown on the same kind of land

Continued on Page 46



A field of cabbage on the I. Stephenson Company Trustees farm

CLOVER LAND

Clover-Land Is the Land of Ever-Green Pastures

By Charles R. Hutcheson

HAY is the staff of animal life just as bread is the staff of mankind. In the Spring, Summer and Fall, it is eaten as clover and grass, while in the Winter it is fed as dry forage. Hence, it becomes the staff of animal life.

Any region, therefore, which can produce clover and grass in quantity and quality is a natural home for animals. Such a region is Clover-Land.

This upper peninsula of Michigan is the "land of evergreen pastures." Its soil is especially adapted to clover and grass; its rainfall averages 29.1 inches yearly, of which 12.8 inches fall during the growing months of June, July, August and September, thus proving the statement of government officials that Clover-Land has NEVER had a drought, its snowfall prevents winter-kill and gives moisture and food to the soil, so that the little plant beneath can spring upward as soon as sunshine reaches it. Immense cut-over tracts covered with thick growths of clover and grass during the pasture season are most conclusive proof that Clover-Land has ample supply of "the staff of animal life."

Hay Crop Increasing.

Hay is exported from seven Clover-Land counties, one alone shipping more than \$1,000,000 worth last season. The crop increases yearly as more lands come into use, but it will



A first cutting of clover hay—three tons to the acre.

kets, induce farmers to grow hay. Why not raise and feed the livestock here instead of shipping the food to it elsewhere and then re-shipping to market? Such a plan would decrease freight charges and reduce production costs.

"Evergreen pastures" and big hay crops depend on fertile soils, rainfall and daylight. Clover-Land has all these. Its soil is of a limestone for-

shown above. Daylight is also a mighty asset for pastures and hay. It is most needed in the growing season. Clover-Land is located in latitudes 46-47, and weather officials point out that this region has from 60 to 80 more hours of daylight than localities only as far south as Chicago.

Average Yields Large

Both timothy and clover are grown abundantly. The average yields of clover for the first cutting per acre is three tons and for timothy from one and one-half to twice that amount. Lumbermen formerly considered clover a weed, but fields growing timothy for fifteen years find alsike still "sticking to the ship." This persistence of clover and its ever increasing growth brought the name of "Clover-Land," and one trip through the upper peninsula of Michigan would prove that the title was well chosen.

Alfalfa is also successfully grown, every farmer having his "pet field." There are two tracts as large as sixty acres. Two cuttings are the rule, but three are common. The production per acre averages five tons.

There are 2,000,000 acres of heavy clay land where hay can be grown year after year at a rate of two tons per acre. Hence, the future of hay is safe. It is the next best argument to "evergreen pastures," that Clover-Land is the mecca of grazers, dairy-men and farmers.

Shipping Rates Low.

Transportation is a mighty problem in any business. It is especially important in grazing. Freight charges are always of vital importance, while loss of weight in livestock shipments and feeding during transit add to the expense of long hauls.

Any region, therefore, with natural grazing ability and lying materially closer to the great markets than other sections, now used for grazing, is worthy of serious consideration by grazers.

A glance at maps shows that Clover-Land is within a day's shipping distance from Chicago, or 360 miles. Colorado is 1,050 miles; Wyoming, 1,140; New Mexico and Montana, 1,240; Idaho, 1,450; Arizona, 1,560, and Nevada, 1,675. The same ratio holds for other great markets. Just think! Clover-Land is from three to five times nearer.

These figures mean that Clover-Land livestock shipments cost from three to five times less; that they require from one-third to one-fifth of the feeding; that they lose that proportion less in weight than do western cargoes. All these are important, and especially the latter, when it is known that western cattle shipments to Chicago lose ten per cent in weight and sheep ten pounds per head.

Clover-Land has 2,500 miles of railroad, cutting every county, feeding good local markets, and in direct connections with Chicago, Minneapolis, St. Paul, Milwaukee, Detroit and other cities.

Lakes Michigan, Superior and Huron offer water connections to Buffalo and all Great Lakes ports. Most of the copper and iron and much timber is shipped by water from Clover-Land, so that routes are established. The water charges are materially less than rail rates. Mr. Grazer, why not take advantage of this?

Thousands of motor tourists in Clover-Land every season prove a superior highway system.



Three and a half tons of hay per acre

take hundreds of thousands of sheep and cattle to eat all Clover-Land now produces, to say nothing of what it can produce. Excellent highways from farm to city, fine rail and water transportation and proximity to great mar-

mation, being dropped by the same glacier that made the Mississippi Valley states. Soil adaptability is best proven by pointing to the present huge production, most of which is untouched. Rainfall is abundant, as

"Chicago American" Editorial on Sheep and Serious Western Conditions

THE fleeces of twenty sheep are needed to equip one American soldier.

Mr. Farmer, how many sheep have you on your farm?

How many did your father or grandfather keep?

If the dogs stopped you from sheep raising, there is an answer. Dogs win no wars.

Predatory animals cause losses to sheep herds in Utah and neighboring states of 500,000 head annually. Besides the foodstuffs thus destroyed, this means a loss of about 4,000,000 pounds of wool.

Two wolves at Ozona, Texas, killed seventy-six head of sheep in two weeks.

In New Mexico 3 per cent of the cattle are destroyed by predatory animals. In addition to about 34,350 head of cattle thus killed, the animals destroy about 165,000 sheep, a loss of 16,000,000 pounds of meat and 1,320,000 pounds of wool. The total loss to the state each year from this source amounts to about \$2,715,250.

A biological survey hunter in Arizona recently killed a mountain lion, on the trail of which were found nine head of cattle it had killed.

One stock-killing grizzly bear along the Pecos river, in New Mexico, ac-

counted for \$1,000 worth of cattle in five months before being dispatched by a hunter of the biological survey. It had killed thirty-two head of cattle in this time, and in the previous year is reported to have killed fifty head in the same district.

These very interesting facts have just been made public by the U. S. Department of Agriculture, with a plea for the conservation of food giving animals and the elimination of food destroying animals.

Wild animals which prey upon live stock are only "good when dead." Then they may serve a really useful

purpose, if their skins are properly cured, tanned and made into fur garments.

Read elsewhere on this page the article telling in detail just what this great menace means to the nation. You will learn something about our food supply that perhaps never occurred to you.

Luce is to be one of the first counties in Clover-Land to benefit from the movement of western sheep and cattle men to this section. John Corson of Wyoming, has secured 1,100 acres of Luce county cut-over lands located eight miles north of Newberry and will clear 300 acres this summer.

CLOVER LAND

Chippewa County Is the Granary of Clover-Land

BY CHARLES E. CHIPLEY, Sault Ste. Marie

SOME knowledge of Chippewa county is essential to those who are coming to the north country as pioneers in grazing, both sheep and cattle.

Chippewa county is the granary of Clover-Land, containing 1,000,000 acres of the finest virgin soil in the Upper Peninsula of Michigan. There is more arable land in continuous stretches in Chippewa county than in any other county of the Northern Peninsula. From Sault Ste. Marie south to Lake Huron, 35 miles, and extending in width roughly from the St. Mary's river to the Luce county line and south of the D. S. S. & A. railway, is one stretch of cultivated improved farming land. For many years Chippewa county has exported hay as far east as Boston, west to the Copper Country and south to Chicago and Detroit. The big hay markets of Chicago look to those exports of hay for a large part of their timothy and clover. The 1917 crop amounted to approximately 75,000 tons during the winter of 1917-1918 and exports of hay reached the value of \$1,500,000.

For some years Chippewa county was the chief source of supply of the seed houses for peas. The growing of pea seed has gone elsewhere owing to the fact that the pea crop in Upper Michigan contained so much moisture that it is difficult to dry for seed. The production, however, is very large and thus one of the cheap sheep and cattle winter foods can be produced in Chippewa county in enormous quantities.

Beets, mangles and rutabagas grow to enormous sizes and are of the very highest quality. Sugar beets grown in the Upper Peninsula exceed in percentage of yield and sugar content, any grown further south. Chippewa county has always been famous for the root vegetables grown and as early as 1893 at the Columbia Exposition the root vegetables which won first prize were raised within twenty miles of Sault Ste. Marie.

It is safe to say that Chippewa county can supply the surplus winter food necessary for all the grazing animals that can be profitably placed on the wild lands of the Upper Peninsula of Michigan.

While a large part of Chippewa county consists of cleared and improved farms there are a few tracts of from five to ten thousand acres of high, well watered lands, admirably adapted for grazing purposes. These lands vary in price from \$7.00 to \$10.00 per acre and those grazers who are fortunate enough to secure these tracts will have one great advantage over those on certain portions of the Upper Peninsula, namely, proximity to winter food. By drifting the animals a few miles from the grazing lands they can be placed on their winter feeding grounds, where clover hay, pea straw and all varieties of root vegetables can be secured without the expense of transportation.

The rail shipping facilities cannot be improved upon. The D. S. S. & A. and Minneapolis, St. Paul and Sault Ste. Marie railways give access by rail to most portions of the county within distances not to exceed fifteen miles. The rail transportation is supplemented by water transportation at Sault Ste. Marie, east, south and west to the great markets of dense population and small coastwise vessels render this water transportation accessible to every portion of the county over a land distance of not to exceed twenty miles.

Chippewa county as her share of



Some fine Specimens of Chippewa County Sheep

the grazing development of the Upper Peninsula of Michigan, offers unlimited winter food and to those who take up tracts within the county excellent shipping facilities, both by rail and water, accessible from every portion of the county, by excellent roads. Good water, proximity to winter food and the local markets of Sault Ste. Marie, Michigan and Ontario, with a population of approximately 35,000 people, at these points is practically an unlimited marine market.

The sheep industry of Chippewa county can be made the largest and most lucrative live stock proposition in America. Sheep grown in Northern Michigan have heavier and better fleeces than at points further south or in warmer latitudes. Wool, like fur, is best when grown furthest north. The north country has steady winters and is cold enough to escape the thaws and drizzling rains so frequent in more southern grazing sections. A continuous cover of snow during the winter months means early green grass in the spring and experience will prove that flocks can graze later in the fall in the north country than they can on the parched grazing grounds of the west and southwest. Sheep will come through the winter in better flesh and healthier condition without grain than flocks do when grown in those sections that claim an open winter. During the heat of summer, the nights are restful and invigorating, the waters of

Lake Superior is chemically pure, which can be said of but few waters available to stock in this country. These facts guarantee heavy fleece, thrifty and productive flocks.

For the past few years the locating of range stock or so-called "feeders" has been taken up in a small way during the summer months. Anyone who has gone into this business, however, has never failed to turn out heavy, solid and healthy stock in the fall. These animals, when shipped to Chippewa markets, have been said to be in a condition equal to range cattle that have been stall fed upon grain. This is one of the nutritious clover and grasses, to the cool restful nights and the pure running water which is available in every part of the north country.

The grazing proposition is the biggest thing that has ever come to the Northern Peninsula of Michigan. It is going to be an unqualified success and Chippewa county is going to do her share in making it a success by providing the essential winter food. Chippewa county welcomes the sheep and cattle men, feeling that the opportunities we have to offer are bona fide and will be borne out by personal investigation. The Upper Peninsula Development Bureau by their wise and far-reaching campaign of last winter throughout the west and southwest have turned the cattle and sheep men toward the north country on the simple proposition of "come up and see for yourself." The big men of

the range country are coming and they have been astonished at what they have seen. The sheep and cattle are coming into the Upper Peninsula so fast that we can hardly handle them and it is an assured fact now that this country is going to utilize every available acre of grazing land in this north country to the benefit of the mining and industrial population and the agricultural population, making the Upper Peninsula of Michigan more attractive to the settler and the manufacturer who will provide in some part a nearby profitable market for at least a portion of the animals that can be grown in this country.

Brings Flock of 19,000

ESCANABA, June 1. — The first western sheep owner to actually locate in Clover-Land will be J. L. Grey of Idaho, who will bring 19,000 ewes and lambs to this district within the next five weeks.

The sheep will be unloaded at Ralph, in the vicinity of which place they will be grazed this summer. The sheep will be run and herded in this district in exactly the same manner they are handled in the west. Mr. Grey will bring his herders, horses and camp outfits and will be prepared to locate permanently in this district.

He will make his headquarters in gation, the advantages for sheep raising in this section and realizing the desirability of every farmer having a small flock of sheep on his farm, Mr. Grey this fall will be prepared to sell to the farmers of this district between 10,000 and 12,000 high grade ewes. Mr. Grey will this fall place his surplus lambs and cull ewes from his entire flock on the Chicago market and then will begin the sale of good breeding ewes in bands of from 50 to 200 to farmers of this territory. In the past few years it has been almost impossible for farmers of this territory to buy breeding ewes and the bringing of Mr. Grey's bands to the district will solve a problem that has proven most troublesome.

After securing a great amount of literature on Clover-Land from the Upper Peninsula Development Bureau, Mr. Grey quietly came to the district unknown to any of the bureau officials and made a tour through the entire district. He found conditions far more favorable than even the bureau's literature has pictured it and became convinced that particularly this end of the peninsula was an ideal sheep grazing country.

He then came to Escanaba and made his identity known. Yesterday he met a group of prominent men of Escanaba with officials of the development bureau here and a deal was closed by which he will bring 19,000 ewes and lambs to the district at once.

"After the investigation I have made I am satisfied that Clover-Land is all and more than has been claimed for it," said Mr. Grey last night. "Your literature looked good but I will admit that I was skeptical. I decided that I would come out here on a still hunt and see for myself without letting anyone know of my plans. I went through all of this territory and to say that I was pleasantly surprised is putting it lightly. The best answer to the conclusions I arrived at concerning your Clover-Land is that I am going home as fast as the train can get me there and I am coming back with 19,000 ewes and lambs, just as soon as I can get them loaded."



Chippewa County dressed lambs ready for market

CLOVER LAND

Oldest Agricultural Journal Endorses Cut-Over Land Campaign

BY GEORGE FREDERICK STRATON

in "The Country Gentleman"

FOR over half a century the lumbermen and miners of Michigan and Wisconsin have been making "cut-over" lands. The logging for lumber production and for the gigantic mass of mine timbers required in the excavated bowels of the earth has left, in the two states, over twenty million acres of stump land. In all that logging period scarcely the initial step has been taken to utilize the land for any purpose, farming or grazing, for both of which a large proportion of it is eminently adapted. It belongs to the great lumbering and mining companies, who have taken their crops of timber and ore and have been apparently utterly indifferent about any further exploitation of the land.

In September, of last year, Frank J. Hagenbarth, one of the greatest and most progressive sheepmen of the intermountain region, was called into the councils of the U. S. Food Administration for suggestions on developing and increasing the grazing facilities of his great range country but, although he gave the administration some points on the policies of the Interior Department in the management of range country, his mind went to the millions of acres of cut-over lands in the Great Lakes region of Michigan and Wisconsin, and he went in there and spent considerable time in comprehensive investigation.

And before his departure he had interested the gentlemen of that great idle country to the extent of their gathering together to hear what he had to say about it. The men who heard were state officials, agricultural college men and some of the big landowners; and the things they heard took root, budded and blossomed with a rapidity which rivaled the famous bean stalk of Jack.

That enthusiastic talk from a long experienced, practical sheepman was in October last. Inside of sixty days after that those landowners of Clover-Land, the Upper Peninsula of Michigan, had followed Hagenbarth's advice. They got together and decided on co-operation in a policy which would give those husky sons of western stockmen a tempting chance to introduce the wild and woolly into the wilds of the Lake Region. And they lost no time in making their policy known.

As the western range men were looking up available feed for winter and shuddering at the dread of another winter like that of 1916-17, there drifted through the region stories about the cut-over lands of Michigan and Wisconsin, with immense quantities of hay readily available. Those who made inquiries about that new range learned that it could be bought in tracts of from 100 to 100,000 acres, at from five to ten dollars an acre; that if a stockman desired to test thoroughly the reasonableness and practicability of Mr. Hagenbarth's opinions and statements, he could secure any size tract on lease for two or three years without one cent of rental or taxes and then decide whether he would or would not purchase the land at the price designated at the commencement of his operations.

After that he could make a contract to purchase, pay interest at the rate of six per cent per annum, and pay the principal on almost any terms he desired.

Men Who Know How.

The condition—the sole condition of this three years' occupation of such land without cost—is the stocking of it with sheep sufficient to utilize and demonstrate its grazing value, so that the stockman may see, before investing one nickle in land, just what the

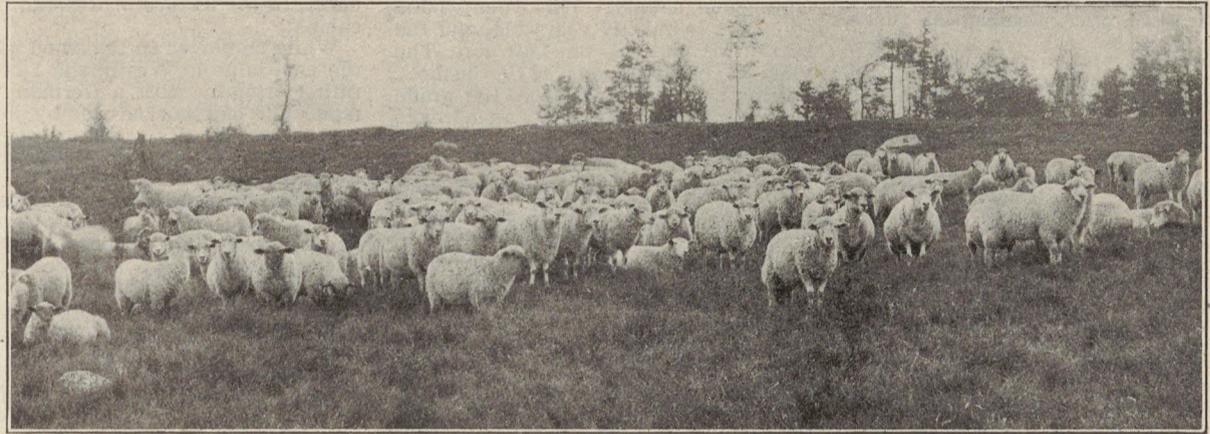
conditions of soil, climate and forage are.

On this point I had some conversation with Augustus C. Carton, the Commissioner of Immigration of Michigan. He said:

oat straw and some very poor clover hay, just to see how they would come out on such feed. And I had a good lamb crop in the spring; at four and a half months old they averaged sixty-one pounds, which I sold at the market

those millions of waste acres. He says:

"In 1907 I purchased 9,000 yearling wethers in Wyoming and shipped them to Northeastern Michigan. They all did finely, but the panic of the year was the cause of no profit. In 1908 I purchased 7,000 in Idaho and ran them that season on the same range and did well. Since that time I have run



Evergreen pastures for Clover-Land sheep on cut-over land

"There is ample capital in this state to stock every acre of the cut-off lands with sheep or cattle. Ample! But the owners don't know the business of ranging stock or they'd put their capital at work at once. They're looking for men who know it; who have had the experience and who are willing to bring in the right breeds for wool and mutton and develop the country. Such men can get here all the capital they want. I'd guarantee positively to raise a million dollars inside of thirty days to finance the right men and the right stock. Am I not right, Mr. Longyear?"

The man he appealed to is a millionaire lumberman and farmer. He heartily indorsed Mr. Carton's assertion, and stated that he had been highly successful with sheep on his great farm and is convinced that the range would be fully as successful, with the right men in charge.

There are some things about those lands which give them a very tempting aspect to the western range man. As has been said, they can be secured in units of any size, from 100 to 100,000 acres, which is impossible on the western ranges. The forage on a large portion is excellent. Wild grasses, with a large proportion of clover and timothy, abound, as there is scarcely an acre of those logged-off lands that has not been traversed by lumber teams getting out logs, bringing in supplies for the camps and great stores of fodder distributed over the whole cut-off region. The seeds of all that stuff were carried all over the districts and have rooted and spread very extensively.

There are sandy locations and swamps; the latter, however, it is stated by the few men who have grazed stock in there, afford luxuriant forage round the edges.

George M. Mashek, of Escanaba, has had an experience with sheep which is worth looking into. In a talk about his methods and the results he said:

"I'd been looking into those cut-over lands a good deal, and getting all the information I could about range sheep, and in 1913 I decided to try them. I bought 200 western range ewes, fenced in 100 acres of pretty wild land and put up cheap, rough sheds for winter shelter. I wintered those sheep on

top at Chicago as killers.

"That settled it with me. I've saved every ewe lamb since and bought others, and I've learned enough about handling them to bring the wethers up to seventy-two pounds in four to four and a half months without grain and sell at top prices.

"I use Hampshire and Oxford rams and get my ewes lambing not before May first, so that they have green pastures before lambing. Under that plan they need no grain at any time through the year. In winter I feed the ewes three and a half pounds of clover hay and some oat straw daily.

"The average feeding season is about four months—December tenth to April tenth. Sometimes there's a snowfall before December, but it usually goes off and we range again for awhile. In 1914 we ranged till January sixth, and in 1917 we had a storm which made us feed for ten days in November, and then we ranged again till Christmas.

"When the lambs are a week to ten days old we turn them out with the ewes, weaning them at three months. Our feed is good. Blue grass and white clover thicken considerably if the cut-over lands are grazed every year. The land I have was never seeded, but grew up to volunteer crops of the blue grass and clover."

But Mashek's success was scarcely known, even in his own section, until it suddenly came over the owners of all that vast amount of idle lands that they were really good for something. Here and there other men have done some grazing on those lands, usually with good success. Early in 1917 a band of 8,600 yearling sheep from Oregon were turned into a fenced range of 4,600 acres in Northern Michigan. Their average weight in May was eighty pounds; in November, when they were brought into winter quarters, they averaged 110 pounds.

Roy B. Howard, of Jonesville, Michigan, says that he has been ranging sheep on cut-over lands for ten years, always at a good profit. Last year he had 5,000, and he says: "I believe there is enough pasture in Northern Michigan to graze a quarter of all the sheep of the United States."

Another man, A. M. Welch, of Ionia, Michigan, has had experience and success which put a vastly new light on

about 1,000 breeding ewes and from one to three thousand wethers. I winter my ewes on my farm in Ionia county, shear and lamb in March and April, and ship the ewes and thin lambs about May first to the ranch. I generally sell my lambs in the fall at weaning time, October first—or ship the tops to Buffalo and the lighter ones to my farm, where they are finished for market. But there is much more money made in wintering them in the north, and I save two freight bills, which cuts quite a figure.

"My sheep and lambs have always been healthy, the light lambs feeding equally as well as the straight westerns. I have made thirty pounds' gain in five months on wethers. The number of sheep you can run to the acre depends on how much brush you have and how well it is grassed—generally about three sheep to the acre.

"I know one party in Posco county who has 220 ewes, and he kept them the year round, and in five years sold over ten thousand dollars' worth of wool and lamb and retained a nice flock of young sheep out of the increase. And he sold the old ewes last fall for thirteen dollars a head. I think if a person is so situated as to grow his own feed he can raise sheep for less money and make more profit in Michigan than in any western state. I was in the west for years in the sheep business, and that is my experience. No excuse for shipping sheep out to winter, as you can grow as much ensilage to the acre and raise more hay and oats and peas than any section I ever visited. Just clear enough land to grow your winter feed."

I recently had a talk with an Idaho man who, I heard, had been over to Clover-Land, in Northern Michigan, to view the lands.

A Title Means Security.

"Yes, I went over there last fall," he said, "and traveled round quite a bit, and I'm going again in the spring, and think likely I'll ship a band of sheep over there. Of course, it's some price to pay—five to ten dollars an acre—when we've been running on free range, but I reckon Hagenbarth was about right about running two sheep to the acre on those lands; they sure look like it to me. And that's

[Continued on page 40]

CLOVERLAND MAGAZINE

MENOMINEE, MICHIGAN

The illustrated monthly magazine of the Upper Peninsula of Michigan.

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of Menominee,
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Official Organ of the Clover-Land League of Municipalities

Sheep and Victory Number JUNE 1918

CLOVER-LAND

CLOVER-LAND has 13,480 farmers. They till 400,000 acres of land. There are 10,329,699 acres in Clover-Land.

These statements show there is a huge acreage not being used—that is, not for agriculture. Of course, cities, mines, lakes, rivers and forests occupy much space, but Clover-Land has millions of acres of "cut-over lands" ready for occupancy and at cheaper prices and better terms than they ever will be again.

"Cut-over lands" means lands which were homes of great forests, but denuded by woodsmen, leaving stumps behind. For years these stumps stood with clover and grasses growing up between them.

Pioneer farmers came. They found the soil very fertile and able to produce any Middle Western crop. Seeds were scattered and crops harvested. But stumps were somewhat of a nuisance. They were pulled or blown out, thus leaving "cleared land." Only a small portion of Clover-Land is "cleared land," but "cut-over lands" produce mighty hay crops and pastures, the latter going to waste.

Varied crops are due to many reasons. First, the soil is healthy, being of limestone formation and same glacial deposit as the Mississippi Valley. Fine drainage is secured through numerous streams flowing into the Great Lakes. Clay loams abound, but there are sandy clay loams and black muck soils. Much of the latter need artificial drainage.

Rainfall Is Ample

An average growing season of 149 days adds to Clover-Land's advantages. It lies 600 miles south of the Canadian wheat belt and in the same latitude with great American agricultural states.

The average rainfall of Clover-Land is 29.1 inches, and this is evenly distributed. Government figures show that droughts have never been known and that stock has never been fed dry forage in summer. Snow falls abundantly, protecting vegetation and giving the soil a moisture in the spring which adds to the power of the plant.

Home markets take all Clover-Land can produce except hay, celery, peas and potatoes. This will be the case for years. Markets for 8,000,000 persons are within a night's ride, so that present excellent rail facilities, remarkable highways and fine water shipping will cause no worry over markets.

Hence, with agriculture an established fact and with vast areas of good lands offered at excellent terms, farmers and grazers have the best kind of opportunities in Clover-Land.

POTATO LAND, ALSO

THAT Clover-Land is the great potato field of Michigan was evidenced at the potato contest recently held under the auspices of the Michigan Agricultural College, in which the state championship, and the second and fourth prizes were awarded to Upper Peninsula growers, all members of Boys' and Girls' clubs.

Clifford Felt, National Mine, Marquette county, aged 15 years, was awarded the state championship for the best potato exhibit. This boy's plot aggregated one-fourth of an acre, and had a total yield of 126 bushels. The profit for the plot amounted to \$146.40, and tabulated statistics showed a grade on report of 95 per cent, netting an acre yield of 504 bushels, for a profit per acre of \$593.20.

Second place in the exhibits was awarded to Fred Bickola, Trout Creek, Ontonagon county. This young potato expert is only 17 years old, and the size of his plot was one-half acre. The yield of his plot was 181½ bushels, netting a profit of \$151.90. His grade report was 93½ per cent, an acreage yield of 373 bushels for a profit per acre of \$313.80.

The only southern Michigan grower to figure in the awards was Roy Wiltse, Big Rapids, Mecosta county, a lad of 15 years. With a half an acre for planting, his yield totaled 129 bushels, netting a profit of \$90.05. His grade report was 93 per cent, an acre yield of 275 bushels, and an acre profit of \$193.50.

Fourth place was awarded to the youngest competitor, Willard Miller, Manistique, Schoolcraft county, who is only 13 years old. This lad made a record by getting a yield of 56 bushels from a plot of one-quarter acre. His profit from his plot was \$43.45, showing an acreage yield of 224 bushels, for a profit per acre of \$173.40.

The awards were made after the exhibits had been judged by J. E. Milward, Potato Extension Specialist of the University of Wisconsin.

Due to an early frost, the past year was not a good one, from the standpoint of the potato club members, but it was good enough for three prizes, one a state championship, to be awarded to Clover-Land, and it is safe to say that had conditions been normal, Clover-Land would have established a world's record in potato growing.

At the Upper Peninsula Potato show at Crystal Falls, late last summer, C. W. Waid, potato specialist of the Michigan Agricultural college pronounced the Clover-Land "spuds" the best he had seen. Spurned on by this recommendation, exhibits were sent to the state show, and Clover-Land got more than its share when the prizes were awarded.

The prizes were awarded on a four-point basis, which is on Quality, Yield, Story and Profit.

To the Upper Peninsula Development Bureau is due the credit for the successful campaign made by the Boys' and Girls' clubs during the past year. This bureau appropriated money for prizes for the Upper Peninsula winners, and also individual prizes.

To the winners went the following awards as marks of appreciation on the part of the Upper Peninsula Development Bureau:

Trip to the Michigan Agricultural College, to Clifford Felt, National Mine.

Grade Holstein calf, to Wallace Krieger, Scandia, Marquette county.

Poland China pig, to Garland Wolff, Cooks Mills, Schoolcraft county.

Gardening, potato, sugar beet, poultry, and other food production clubs are now being organized in Clover-Land counties. Owing to the shortage of food and labor, it would be well for every boy and girl to enlist in the food army. As many as possible should make arrangements now to enroll in one of these clubs.

Four-Leaf Clovers

By Leo Patrick Cook

A Funny Story.

What is a funny story? Hardest thing in the world to define. Some men laugh immoderately only at things that must be told in whispers, others at narratives involving practical jokes, which latter is the meanest form of cruelty ever devised. We do not like story tellers, ourselves, because there are so few of them that have our angle.

We laughed heartily at the story we are now about to retell and our severest critic, after she got us home, gave an imitation of Mrs. Caudle as a result. This is the story, as it was told by Private John Scott of the Canadians, in his lecture of German prison camps:

While employed in the wood yard of the coal mine in Westphalia I became rather friendly with a German workman. We had worked side by side for several weeks. He asked me one day: "Do you get soap in those Red Cross packages?"

I told him we did and he asked me for a piece. He said that Germany had no soap, only a poor substitute. His wife would like a piece of real soap so she could get her clothes clean just once more. At that time I was planning to escape and I said to him:

"If you will get me a compass I will get you a cake of soap. One good turn deserves another."

He was horrified at the idea. "If I get you a compass," he said, "and you try to escape and are recaptured you will tell where you got the compass. They will take me and torture me and then they will stand me up and shoot me and my wife and children will starve. I can't do it."

"All right," said I, "you won't get any soap."

* * *

On Adoption.

Johnnie Dillon, who sells china throughout Cloverland, is a grandfather, in spite of the fact that every once in a while some cop stops him and says, "Young feller, where's yer registration card?"

Johnnie thinks a whole heap of that grandson and he pities bachelors and other people without kids. He talked to us on the subject:

"A friend of mine has adopted a baby. And he explained it to me this way: 'I thought that after I had got to where my income was about enough and I could have a good house and an automobile and could entertain my friends I would be just about satisfied. But I found that friends kept changing. Some of 'em died and some got married and some moved away. And then the number grew smaller because people of our age have their habits fixed and do not want to enter new circles. Then I got to thinking that when we grew old we ought to have someone to love us for ourselves. Someone we could be living for.'"

Johnnie looked upon that as a "mouthful" and we agree with him.

* * *

Another War Horror.

"Close Tab to Be Kept on All Ore Carriers to Intimidate U. S."—Headline in Marquette Mining Journal.

Anybody caught intimidating the United States is entitled to get away with it, because it is something that can't be done.

* * *

What Has Become of Chivalry?

The Trout Creek correspondent of the Clover-Land Press at Ewen writes: "Barney Lindgren, of Ewen, motored to town Tuesday, and sauntered down to the mill pond where he discovered a lady fisherman. Barney made several apologies and tried to explain why it would be necessary for the lady to accompany him to see Justice Clossey, who imposed a \$10 fine—just because those little fish were one day too young."

Barney may be a game warden but

he is none the less lacking in chivalry, say we.

* * *

We Lose Again.

There came out a story a few days ago, concerning Premier Clemenceau. He wanted to pass an English post and was halted. He told who he was, told it in English. The guard still thought him doubtful and asked him to say "squirrel," which has been proven a tough one for any German. Clemenceau got away with it and was passed.

We made a bet with a certain person that 90 per cent of the copy readers of the country would put "shibboleth" as the head on that story. We lost because we saw the story in only one paper and the copy reader on that paper evidently was not a biblical student.

* * *

Renaissance.

A clergyman took occasion to take us to task just a few days ago because in a newspaper we quoted a public official who used what the clergyman called profanity in the statement. What the public official said included the words "damned" and "hell."

Our clerical critic said that the public would not tolerate the use of profanity in a newspaper, in fact, the custom of using profanity was going out of style. He made some other assertions suited to his profession and that ended the matter.

On thinking the matter over we, knowing that we could readily enough, thought we would make up a collection of current publications of good repute containing the objectionable words, to show the good man that not only is profanity not going out of style but is gaining in favor. But it was like the time we attempted to get up a list of Irish authors for Al. Petermann. We would have had writer's cramp before we got half through.

We could have found the words in almost any issue of Chicago's W. G. N. by turning to B. L. Taylor's "Line." They appear with startling frequency in all the books that have come out of the war. There is nothing elevating about war and soldiers just naturally will swear. Prayer is about the last thing a soldier thinks of, unless he happens to be mortally wounded. This may seem unkind but it is a fact.

It is true that only the words here quoted are the ones used in current publications. This is partly due to the fact that the vocabulary of profanity is most meagre. The reader will here pause to think of all the "swear words" he knows. There are about six of them, including the two best known names of the Diety, and we doubt if "prayer" is not just as good a designation for one of these expletives when a man hits his thumb with a hammer as is "cursing."

One of the most widely used "cuss words" is the expression that Owen Wister does not use except by inference in "The Virginian," the one the Virginian does not object to if a man smiles when he uses it. But we can show even that spelled out in a book that can be found in most public libraries, a book by a University of Chicago professor. We refer to "The Common Lot" by Robert Herrick.

But the best evidence we can offer of the complacent feeling that the American public has toward profanity, at least the words "damned" and "hell" is the most widely read and circulated weekly publication in the world. Take Irvin Cobb's letter in the issue of May 18. Occurs therein this "the man who gets himself killed in this war without reason for it is not a hero; he's just a plain damned fool."

In the same issue L. B. Yates uses the expression "Hell, Bill!"

We are forced to disagree with our friend the clergyman. As a matter of fact we think profanity is coming back.

[Continued on Page 32]

CLOVER LAND

Sold His Pony to Help Uncle Sam

BY R. G. MURPHY, JR.

PARTING with his life friend, Fred Gosling, son of Mr. and Mrs. John Gosling, of Menominee, demonstrated his patriotism and American spirit by selling his pet Shetland pony for two hundred dollars with which he purchased two liberty bonds of one hundred dollars denomination.

The Shetland pony had been a gift to Fred who is 13 years old, on his fifth birthday and was regarded as one of the Gosling family. It was



Fred and his pet pony

hard to part with such a friend, but to Fred it was America first.

In him, Menominee now boasts of the youngest telegraph operator in the world. He is able to "send" and "receive" with the accuracy of a seasoned veteran.

He has a telegraph outfit of his own which he has been practicing with for the past few months, and a recent trial which he got at the Menominee (Western Union office showed that "Freddie" could deliver the goods.

His father says that ever since Freddie was a wee bit of a tot, he was in his glory when he could be near electrical apparatus, and some time ago Mr. Gosling made him a present

of a fine telegraph outfit, made in Menominee by the Menominee Electrical manufacturing company. Fred knew the Morse code for receiving and sending telegraph messages long before he owned the machine, and he practiced hard at the art of "tickling" the keys, until he was able to do it in a creditable manner.

Confident, yet a little shy, which is one of Fred's misfortunes, he waited in front of the Western Union office until he was sure no one else was coming in, then slipped through the door, and politely taking off his cap, wished Manager George Merline and the rest of the W. U. force a cheery "good evening."

"Well, what can we do for you, Freddie," asked Merline familiarly—everyone knows the youngster by the name of "Freddie."

"Please, sir," said Freddie, "would like a chance to send a message for you. I have a machine of my own and have been practicing, and I know I can do it."

"All right," said Merline, "you sit here," indicating a table in the front office, "and we'll let you send a message."

Mr. Merline then had one of his assistants go in the back room, and a temporary line was connected up.

Dots and dashes flew out of the machine near Freddie, but he was getting it all, and the query came: "What is your name?"

"Fred Gosling," he ticked back and sent the message, "What is yours?"

"Mathilda," came back to Fred. "It's getting late and I must go home."

"That's right," Fred ticked, "GOOD Night," and he closed the key.

Fred practices with his machine every day and makes frequent trips to the W. U. office where he talks things over with the operators there. He says when he gets big enough he is going to join Uncle Sam's navy and be a wireless operator. He is a "tenderfoot" in the Menominee Boy Scouts but can give the signal code of the Scouts with accuracy.

and then will begin the sale of good breeding ewes in lots of from 50 to 200 to farmers of this territory. The past few years it has been almost impossible for farmers of this territory to buy breeding ewes.

After securing literature on Clover-Land from the Upper Peninsula Development Bureau, Mr. Gray quietly came to the district, unknown to any of the bureau officials, and made a tour of its counties. He found conditions far more favorable than even the bureau's literature had pictured them and became convinced that the peninsula is an ideal sheep grazing country.

Mr. Gray then came to Escanaba and made his identity known. Last week he met a group of prominent men of Escanaba and officials of the development bureau, and a deal was closed by which he will send in his

stock at once. He will be provided with free pasturage for the summer and in the fall will purchase sufficient land, on which he has already been given an option, for his future needs.

"After the investigation I have made I am satisfied that CloverLand is all that has been claimed for it," said Mr. Gray. "Your literature looked good, but I will admit that I was skeptical. I decided that I would come out here on a still hunt and see for myself without letting anyone know my plans. I went through all of this territory and to say that I was pleasantly surprised is putting it lightly. The best answer to the conclusions I arrived at concerning your Clover-Land is that I am going home as fast as the trains can get me there and I am coming back with 19,000 ewes and lambs, just as soon as I can get them loaded."

Facts and Figures About Clover-Land

CLOVER-LAND has 10,329,699 acres of land, of which only 400,000 are now being used by 13,480 farmers.

CLOVER-LAND can produce any Middle Western crop because of rich soil, long growing seasons, an abundance of sunlight and plenty of rainfall.

CLOVER-LAND has an immense home market for all farm and dairy produce and meats.

CLOVER-LAND now has but 10,000 acres of land used for sheep and cattle grazing. It has millions more covered with food now going to waste.

FRANK HAGENBARTH, one of the greatest grazers in America, came to CLOVER-LAND upon invitation of the Upper Peninsula Development Bureau, and this is just a line or two of what he said:

"CLOVER-LAND can care for 8,000,000 sheep and 1,000,000 head of cattle. It is the greatest livestock and dairying country in the United States, if not in the world."

CLOVER-LAND has had an average growing season of 149 days for the last ten years. Its earliest killing

frost came on October 6, as an average, while its latest one was on May 9.

CLOVER-LAND has had an average rainfall of 29.1 inches during the last ten years. A drought has never been known.

CLOVER-LAND is only one night's ride from the great markets of Chicago, Milwaukee, Detroit, Minneapolis and St. Paul.

CLOVER-LAND has railroads piercing every section. It has 1,000 miles of coast line on Lakes Michigan, Superior, Huron, and on Green Bay. It has the best system of highways of any state in the Middle West. These facts make transportation an easy problem.

CLOVER-LAND exports 126,000 tons of hay and a vastly greater tonnage goes to waste on the stump lands.

CLOVER-LAND offers the grazers and farmers a rare opportunity.

THE UPPER PENINSULA DEVELOPMENT BUREAU OF MICHIGAN will give out information freely and honestly.

Address: MARQUETTE, CLOVER-LAND, MICHIGAN.

Sheep and Cattle in Delta County

BY F. L. BALDWIN, Escanaba

AS a result of the extensive advertising campaign conducted by the Upper Peninsula Development Bureau and also by the I. Stephenson Company Trustees a number of prominent cattle and sheep raisers have been attracted to this section of Clover-Land and will establish ranches this spring. The first one to recognize the advantages and opportunities of this section was Elmer Quinn, of Henry, Ill., who acquired a large tract of land near Ralph one year ago. He experimented with goats last season, having a flock of over 3,000. The success of the venture was so much better than he expected that he will continue goat raising this season on a still larger scale, and will also put in a large herd of cattle.

Those who are preparing to establish ranches this spring are:

John L. Gray, of Buhl, Idaho. He expects to have 19,000 sheep on his ranch near Ralph within the next six weeks.

S. Z. Schenck, of Trinidad, who will put a flock of 3,000 sheep on a ranch in Delta and Dickinson counties.

Messrs. Macbeath and Thwait, of Tucson, Ariz., each of whom will locate with a herd of 1,000 cattle.

F. C. Carpenter, of Des Moines, Ia., who will establish a cattle ranch near Turner, on the E. & L. S. Ry.

The first western sheep owner actually to locate in Clover-Land will be J. L. Gray, of Buhl, Idaho, who will bring 19,000 ewes and lambs to this district within the next six weeks.

All arrangements for moving his stocks to Clover-Land were completed by Mr. Gray at Escanaba last week and he has gone to his home to arrange for the shipment of the stock.

The sheep will be unloaded at Ralph, Delta county, near which place they will be grazed. The sheep will be run and herded in exactly the same manner as they are handled in the west. Mr. Gray will bring his herders, horses and camp outfits and will be prepared to locate permanently in the district. He will make his headquarters in Escanaba.

Appreciating, after a full investigation, the opportunities for sheep raising in this section and realizing the desirability of every farmer having a small flock of sheep on his farm, Mr. Gray the coming fall will be prepared to sell to the farmers of this district between 10,000 and 12,000 high grade ewes. He will place his surplus lambs and cull ewes on the Chicago market



Clover-Land's youngest soldier, "Marshal" James Schwellenbach, four-year-old son of Major and Mrs. Henry Schwellenbach of Powers

CLOVER LAND

Lake Linden Is Proud of Her Fine New High School

By J. H. WILSON of Lake Linden

THE new Lake Linden High School will be the finest school building in Clover-Land, if not in the whole state of Michigan. It is the consummation of what the writer has desired for very many years—to see Lake Linden have a High School that the people of the Torch Lake towns could be proud of. We have watched it grow, and with the growth came increased pride—and the completed building, furnished, will call forth the admiration of all who see it.

The building is 110x178 feet, and three stories above the basement or the ground floor. The manual training occupies the east side of the ground floor of the whole building, commencing with the blacksmith shop in the northeast corner, which has places for nine forges, five of which will be installed at present, with the necessary anvils, tools, etc. Next is the machine shop, mill room, bench room and finishing room. The machine shop will have lathes, planes and all essentials that go to make up a complete small machine shop. In this department, doubtless, much small work will be done for the Calumet & Hecla company. The mill and bench rooms will have wood lathes, turning tables and all implements for wood work; adjoining this will be a small finishing room. The mechanical draw-



J. H. Wilson of Lake Linden

(Editor J. H. Wilson of the Lake Linden Native Copper Times is a Clover-Land pioneer whose enthusiastic support has always been given to every forward movement. His pride in Lake Linden's wonderful new school is well deserved, as his article is ably written. The building is now completed and the most modern furniture and equipment being installed. The 1918 commencement exercises will be held in the new auditorium.

The grounds will be graded and ornamented during the summer. Hon. Samuel Eddy is president of the Lake Linden Board of Education, Dr. George W. Orr is secretary, and the members are Supt. Henry Fisher of the C. & H. mills, Joseph Des Ormiers and Louis Thurmes, Prof. L. P. Holliday, superintendent of schools, and Principal Buchanan are doing splendid work, aided by an excellent corps of teachers.)



Lake Linden High School.

ing room is in the southeast corner and will be furnished with all needed equipment. On the west side of the building is the gymnasium, 66x100 feet, extending for two stories and surrounded by balconies on all sides for the accommodation of spectators. The entrance to the balcony will be from the first floor. The north end of the building, from the basement to the roof, has lockers and toilets for boys, and the south end for the girls, with shower baths at north and south ends. The grade boys and girls will enter the basement from the north and south entrances, respectively.

The fan room is also on the north end of the building.

First Floor:—There are two main entrances on the west side, and one on the north and south ends. The two west side entrances are for the boys and girls of the High school.

On the southwest end of this floor is the superintendent's office, and adjoining to the east is the general office for the board of education. Next a supply room, and then a public service room, for the accommodation of small gatherings or meetings of wo-

men or men, desiring to use it. The domestic science department is above the manual training and has a sewing room, large kitchen, small dining room and a small practice kitchen. The balance of the first floor is for fifth, sixth, seventh and eighth grade children.

Second Floor—The assembly hall is directly over the "gym," and of the same size, with adequate staging for all purposes. In the assembly room there is a gallery with accommodation for about 130 persons, and the main floor will have capacity for seating 800, making a total seating room for upward of 900 persons—giving Lake Linden a public hall worth while—something that has long been needed. The principal's office is east of the cloak room on the north end. This is the High school floor, and all around the assembly hall are recitation rooms for the High school classes.

Third Floor—The commercial department runs across the entire north end of the building. There are rooms for bookkeeping, typewriting, stenography and for recitation, with glass partitions, so that all classes may be

supervised by one instructor. On the east side is the science department, with chemical and physical laboratory rooms, with a recitation room between; also botany and biology room. In the southeast corner is an aquarium, adjoined by a large music room and recitation room.

There are solid walls extending from the basement to roof, and between the rooms where there are no openings there are tile partitions. The halls throughout have terrazzo floors and baseboards, a combination of black and white marble with cement, ground and polished. The window sills in the aquarium, physical room and chemical laboratory, toilet and cloak rooms will be of terrazzo, as also the floors in the toilet and cloak rooms—making the building as nearly fireproof as possible.

The recitation rooms will be furnished with tablet arm chairs and regular school desks. Considerable of the present furniture will be used, after being overhauled and finished the same as new furniture ordered, all in keeping with the finish of the school.

The offices will be furnished with substantial tables, chairs, etc. The new furniture has been ordered, as also most of the other equipment for the school.

The boiler house is a separate building, equipped with two Kewanee horizontal down draft boilers, with capacity under ordinary weather conditions where one boiler will heat the mammoth building. Direct heat goes to radiators in all parts of the building. Then there is forced ventilation, which helps to heat the building and purify the air—fresh air being taken from the roof through shaft to fan room, where it passes around heated coils, and is then sent to the several rooms, and the quantity of cold air to be taken is regulated according to weather conditions.

The building presents a handsome, substantial and imposing appearance, being constructed of "rag" brick, with Bedford gray stone trimmings—and the work throughout is first class, as it should be, the board of education making it a point to see that Lake Linden's new High School should be a model—the product of master workmen in all departments—and the members of the board, as well as all the people of the big Torch Lake school district, as also the contractors, are to be congratulated on the results obtained.

SOME years ago a keen young woodsman, walking through Clover-Land's mighty forests, sat on a hardwood stump to rest. He was thinking deeply about his future. He had vigor, but no financial support. Like most men thinking thusly, he bent forward, rested his face between his hands and gazed at Mother Earth.

That rest—that look—changed this man from a lumber cruiser into what is now, after years of hard work, owner of the most efficient herd of Jersey cows in the United States. The man had not looked absently at the ground. He never looked at anything that way. Instead, he realized what he saw. Therefore, the sight of wasted clover and grass two feet high startled him and changed his train of thought from timber to cows, with the result that he now operates on a paying basis the famous Roycroft farm. His name is Walter S. Prickett.

Mr. Prickett contends that "Climatic Energy" is the key to his success. This, he explains, is a combination of regular annual rainfall, long hours of

W. S. Prickett Says He Owes His Clover-Land Success to "Climatic Energy"

daylight, rich growing summer pastures, clear and healthy drinking water, heavy dews, stimulating northern sunshine and the subtle mystery of the pure, invigorating Great Lakes air as it is wafted inland laden with health-giving vigor. All this, he says, is "Climatic Energy." And "Climatic Energy," supported by fertile soil, producing healthy crops, makes vigorous animals out of weaklings.

There are many instances where "Climatic Energy" has been evident in Clover-Land, but the showing of Roycroft Jerseys drives home the argument very plainly. Here it is:

The total number of Jerseys in the United States, of all ages, entered by the American Jersey Cattle Club in the Register of Merit, up to January 1, 1917, was 6,966, and their average production for one year was 7,808

pounds of milk, equal to 493 pounds of 85 per cent butter.

The total number of Jerseys entered in the Register of Merit by Roycroft farm up to May 1, 1917, was 58, and their average production for one year was 8,671 pounds of milk, equal to 585 pounds of 85 per cent butter, which means that the northern grown Jerseys averaged 11 per cent more milk and 18 per cent more butter per cow than the average Jersey of the United States.

The total number of Jerseys in the United States, 5 years old and over, or in other words, matured cows, entered in the Register of Merit up to January 1, 1917, was 2,386. Their average production for one year was 9,066 pounds of milk, equal to 563 pounds of 85 per cent butter.

Ten Roycroft northern grown Jer-

seys, the average age of which on May 1, 1917, was 6 years, 5 months, are entered in the Register of Merit with an average production for one year of 13,633 pounds of milk, equal to 836 pounds of 85 per cent butter. This represents over 50 per cent more milk and over 48 per cent more butter for the northern grown mature Jersey cows than for the average mature Jersey of the United States.

Prof. Ellsworth Huntington, of Yale in his book, "Civilization and Climate" insists that climatic changes produce the highest civilized and healthiest human beings. Variety of climate is typical of Clover-Land, and since man and beast thrive physically under the same conditions, it is just to assume that the Upper Peninsula possesses that "Climatic Energy" so vital to life.

Frank J. Hagenbarth said: "The best stock is raised in colder climates where sheep produce the best wool. Sheep and cattle deteriorate in warmer countries." He added that a four-year-old steer would weigh 1,400 in the south. This, he said, was due to "Climatic Energy."

Clover-Land Magazine's Page of Moving Picture Facts and Fancies

EDITED BY KENNETH R. EDDY
of Sault Ste. Marie

(Dear reader: Please note that the "comments" are composed by the printer's devil. We offer no apology for his "devilish" ingenuity.)

"Hearts or Diamonds"—A gamble in any case.

"Honor's Cross"—She may have been up late.

"The Reason Why"—A five reel explanation.

"How Could You, Caroline"—Evidently mother's displeased.

"At the Mercy of Men"—When the landlord calls for the rent.

"Blindfolded"—The loving couple at the altar.

"The Seal of Silence"—The quarter given the small brother.

"Paying His Debt"—A heartrending story of finance.

"Her One Mistake"—She turned down the plumber who since became a captain in the army.

"The Bride's Awakening"—When hubby comes home with a bun.

"Treasure of the Sea"—A life-preserver when the sub-marine is sighted.

"Peg of the Pirates"—Three fingers of rum.

"The White Man's Law"—A clever arrangement greatly benefiting the legal profession.

"An Honest Man"—A story of the dead.

"A Romance of the Underworld"—Told by the subway conductor.

"A Mothers' Secret"—How Lizzie's dress will now fit Molly.

"The Little Runaway"—Our income.

Oh, girls—don't drop that correspondence with your favorite male star. It may lead to a romance such as may be read between the lines of the following brief announcement now appearing in the newspapers: "The engagement of William S. Hart and Miss Margaret Evans has just been announced. Miss Evans is the daughter of a ranch owner and the love affair began with letters exchanged."



Dorothy Phillips
modishly attired
UNIVERSAL PLAYER

REALIZING the large number of Clover-Land residents who are more or less interested in motion pictures, and those connected with their manufacture, we have decided to add a Motion Picture Department to the Clover-Land Magazine. This page will be reserved for items connected with the world of mov-

Censorship stripped bare of technicalities simply means that two or three people decide absolutely just what pictures are good for you and those which they think you should not see are barred by the imperial decree. In our opinion censorship is un-American and will eventually be classed, as it should be, with the autocratic policies of the German empire which just now are causing such wholesale slaughter in Europe.

The major is very busy just at present denying rumors of German descent. His parentage may be O. K. but his censorship, like most efforts at censoring, is mostly "bunk."

No indeed, Mary and "Doug", Charlie and Bill Hart are not the whole show. Among the stars that do not shine may be mentioned the cameraman, the laboratory (dark-room) expert, the title-makers and the final assemblers of the finished product. Last, but not least, may be mentioned the operator in your favorite theater upon whose ability depends the proper showing of the photoplay. Intelligence and training are as necessary in these branches of the business as in the art of acting, but unfortunately for those engaged in these occupations are not paid in anything like a just proportion.

Moving pictures advertising Clover-Land were recently shown in the Soo and proved to be up to the usual standard of advertising pictures. Two features however, prove a detriment to the entertaining and advertising value of the pictures. The titles are very poor, hardly readable from the back of the house. Also they are much too formal in wording to carry the necessary appeal.

If the old and worn parts of the picture would be replaced by new prints, the picture would be improved several hundred per cent.

In the Photoplay Magazine we noticed a letter from "E. W." of Calumet. It called attention to a little error made in producing "The Captain of the Grey Horse." It seems Edith Storey wore the same hat for a period of time supposed to represent three years in the picture. You have keen powers of observation E. W. to note this little slip, particularly as it was such a little hat. Putting our deductive powers at work, we would say that "E. W." is a member of the fair sex. Not so?

"The Whip," at the Dreamland was the biggest picture to play the Soo theater recently. It is an excellent production and well projected. Fairbanks in "Reaching for the Moon," is another good picture, providing you possess a lively imagination and a sense of humor. In this picture the Venetian scenes and night photography were wonderfully attractive.

Isadore Bernstein, manager of the National Film corporation is hailed as some trout fisherman. If "Bernie" would cast a few flies into certain Clover-Land streams we know, he could catch some real—Oh, well, what's the use, they wouldn't believe him back home anyhow.

ing pictures, and will appear regularly each month. We believe you will enjoy this page whether you are a "movie fan" or otherwise. If you are a fan you cannot afford to miss it.

Address all inquiries and communications to Kenneth R. Eddy, Moving Picture Editor, Clover-Land Magazine, Andrews Building, Menominee, Michigan.

A unique juvenile community is Boy City, California, located near Los Angeles. This remarkable institution was founded by Judge Willis Brown, well-known advocate of children's rights, as a constructive protest against the usual system of educating boys. Boy City is governed entirely by the boys themselves and here are made motion pictures depicting boy life, from the stories of Judge Brown. In addition to these activities the boys find time to farm, raise stock, cut wood and build roads. The Judge's idea is proving an unqualified success and the Boy City pictures, released through the General Film company are advertising this fact to the wide world.

The plotting of German "kulturists" in the U. S. long before the declaration of war is clearly exposed in the Wharton serial picture, "The Eagle's Eye," written by Wm. J. Flynn, retired chief of the U. S. secret service. The various episodes illustrate the actual plots unearthed by secret service men and the serial is creating great enthusiasm wherever shown. Marguerite Snow and King Baggott, well-known stars play the leading roles in this serial.

Carmel Myers appeared as a screen player during her first year in high school without previous dramatic training. Her first real part was in "The Heiress at Coffee Dan's." Here she is the pert waitress who takes Bessie Love's place when the "heiress" goes to claim her fortune. She's a mighty dainty carmel not in the two-for-a-penny class.

Kenneth McGaffey, who is said to be the handsomest film publicity man in captivity reports that Miss Lucile Zintheo will appear in important roles in "Missing," directed by J. Stuart Blackton and in "The Firefly of France," playing opposite Wallace Ried. Miss Zintheo was the winner in a beauty and brains contest.

It is to be regretted that the clean, laughable, human comedies produced by Mr. and Mrs. Sidney Drew have been discontinued. Artistic comedies free from slap-stick methods, custard pie throwing and vulgarity, are only too scarce as it is.

How General Pershing directs the various units of America's army is graphically illustrated in the Pathe film, "The Whispering Wires of War," which deals with the telephone and wireless branches of the signal corps.

For sincerity in acting we recommend to your consideration Miss Helen Jerome Eddy who appears as the "wop" woman in so many of the George Beban productions. Calico and a bandana head gear seem to please her as much as would silks and low neck gowns.

George Beban, please note—The title, "Sudden Change of Nationality," The story, An Italian organ-grinder entered a sumptuous cafe. Immediately he came out a Russian. (Fade-out.)

Movie fans, congratulate yourselves that you do not live in Chicago where the iron hand of the motion picture censor would prevent you from seeing some of the very best parts of a picture. For instance, Major Funkhauser, Chicago's motion picture ruler, has barred from exhibition certain parts of Griffith's wonderful war drama, "Hearts of the World." The scenes which annoy the censor are those depicting German atrocities, particularly those practiced upon the women and children of helpless Belgium.

A complete circus was rented for the production of the Paramount picture, "The Biggest Show on Earth," featuring Enid Bennett. One of the thrilling scenes is that which shows Miss Bennett and a raging lion. The picture proved a big attraction when shown in the Soo.

Marguerite Clark will soon be seen as Little Eva in the always popular play, "Uncle Tom's Cabin." We wonder if playing so many kid parts has anything to do with her being laid up with the mumps lately?

We note that Jack Pickford has been transferred into the aviation section upon his request. Can't blame him any. When he gets to be an "ace" he can beat any card in the deck.

We know of a screen artist who found it necessary to discharge her Scandinavian cook. It seems the cook insisted upon feeding the bread-crumbs to the bird in the cuckoo clock.

Roscoe (Fatty) Arbuckle has been rejected by the examining board. Overweight. Why not wrap him up in armor plate and send him along as a tank?

It is to laugh—A line in Charlie Chaplin's contract reads that he shall not be required to perform any feat that would detract from his dignity as an actor!

School-girl scenarist—I had just completed my scenario when my little brother got hold of it and tore it up.

Her dearest friend—Too bad, Mabel. I didn't know the little rascal could read.



Max Asher in Powers and Gale Henry Comedy "Kidnapping the King's Kids"

CLOVER LAND

The Testimony of an Enthusiastic Illinois Convert

By FRED W. POTTER, Henry, Ill.

TWELVE years ago this coming Fall, I spent three weeks in Northern Wisconsin hunting partridge and deer; I was in a country that seemed to have nothing but sand, swamps and lakes, yet every place where the sun could strike the ground clover grew in abundance. Coming from a farming country, where grazing and the raising of clover is very profitable, I naturally was more or less inquisitive about conditions, rainfall, etc., and it occurred to me that this would be an excellent country, if a sufficient area that was not wet could be obtained, for the grazing of cattle, and possibly the raising of hay and seed.

I talked it from time to time with a number of our substantial farmers in this locality, and told my brother-in-law, Mr. Charles J. Harney, of Sycamore, Ill., what I thought of the possibilities in the northern country. The result was, Mr. Harney began to keep his eyes open as to the possibilities of the different countries through which he was traveling and buying hay, with the result that he finally drifted into Clover-Land and there found what he thought was the very garden spot, from the standpoint of the stock raiser, of all that part of the United States through which he travelled. He became directly interested, and took me into the country to look over his title papers, and to look at what he had purchased. To say that I was surprised at the soil, grass and the possibilities of that country, is putting it mildly. What one can see from the train is of very little interest, and after visiting Iron Mountain and finishing our work there, he took me to Escanaba, where he introduced me to Mr. R. E. MacLean, general manager of the I. Stephenson Lumber company interests, who very kindly took us in his automobile through the Flat Rock, Danforth, Shafer and Bark River settlements.

The roads were a revelation to me, because in a country so sparsely settled to find mile after mile of boulevards, while here in Illinois with land selling from \$200 to \$300 and \$350 an acre, we are wallowing through the mud after every rain. I found the improvements in Clover-Land better than those in Illinois, because they were newer. It was easy to see the progress made in that country, and to see the new settler, and step by step the progress made in the clearing and improvement of the land. First there was the log house and the log stable; then another building of a little more improved architecture, and so on up until the fine new house and the fine new barn, and the other outbuildings all painted up in nice shape, with the log cabin and the log barn standing off by themselves, bearing evidence of what the present owner had been sat-

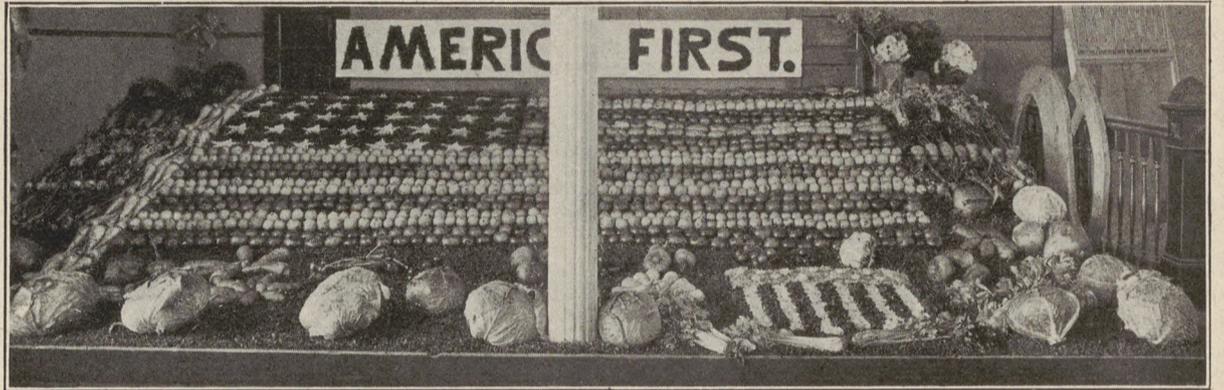
isfied with when he first started clearing, and when improved, as I saw it, with the crops growing, and the cattle grazing, it was as impressive a sight as one sees in the older part of the country, through Illinois and Iowa.

Then, too, one could see on each side of the road, back of the cleared farms, the same condition which must have prevailed on these clearings

weeks of extreme drouth and hot weather, which cuts down our small grain crop and causes the stockman to feed during the summer, or else let their stock go back, which, of course, is a mistake, as no stock should be permitted to get thin, or in any way deteriorate from their natural growth and fattening.

In mentioning Clover-Land to some

sure of a stand, nor are we sure of a seed crop in case we get a stand. Clover is usually sown with small grain, wheat or oats, as a nurse crop. The clover grows in the shade of the nurse crop, and is exposed to the sun as soon as the wheat or oats are cut, and unless we get rain following the cutting of the wheat or oats the hot sun seems to wither and kill the tender clover, and often times we lose our



Clover-Land products made into an American Flag

prior to the settler undertaking to improve it. The next step of my education on the possibilities of Clover-Land was by going up on the E. & L. S. railroad to Ralph, going out in the cut-over country and there finding several hundred acres of open blue grass and clover pastures, where the fires and clearing had been such that the sun could strike the ground, enabling the grass to come naturally. We found a mile and a half of new graded road in September, 1916; in August, 1917, that new graded road was covered with grass, with the exception of the track in the center, which had been travelled by the settlers each day, thus demonstrating without a doubt, that the growing of grass in that country is not an accident, but one of the great advantages that region has over most other parts of the United States. I spent the month of August, 1917, in Clover-Land, and during that time there was not a week passed but what we had from one to two showers, which freshened things up, and demonstrated why it was that grass and clover grew in such abundance.

It occurs to me that Clover-Land has greater possibilities from an agricultural and stock raising standpoint than any other country that I am familiar with. Of course Illinois and Iowa are corn states and raise bumper crops, but from the standpoint of small grain and stock raising, almost every year we get from two to six

of my friends, the answer has been, "but you are so far up north; it gets so cold, and the winters are so long." For a period of over two years I have almost daily watched the government weather reports, and I have taken three points, which it has been my custom to observe, to-wit: Escanaba, Des Moines, Ia., and Peoria, Ill., and I find that the range of temperature is but a very little different in those three localities. I took them because Des Moines is in almost the center of the state, and everyone knows Iowa to be one of the most productive states in the union; Peoria because it was in the north-center of the state, and it also is in the center of the best farming land in Illinois.

"We have to feed in Illinois from four to five months, and my understanding is that in Clover-Land four months is about the outside length of time it is necessary to feed. One often hears people refer to the rigors of the winter and the necessity for housing their stock and feeding, but I have been very much impressed this spring with listening to cattle and stock feeders from Wyoming, Idaho, Utah, Arizona, and New Mexico, and with one accord, each and every one of them say that they prefer to feed their stock out doors and take care of them in an open shed, rather than in a tight barn, and all the shed is needed for is for the stock to go into during a storm, and that most of the time, and sometimes even during a storm, you will find them, from choice, out in the open; that the stock will be much healthier, sheep raise better wool and be healthier, and better in every way than if too well housed, and as is commonly termed, pampered.

After several years grazing, and a perfect sod has been procured on the cut-over lands, I sincerely believe that, owing to the long day, which means a long growing season, the frequent rains, the cool nights and the lack of excessive heat in the daytime, one acre of land in Clover-Land will graze over a half more, to twice the number of head as will Illinois and Iowa pastures. Then, too, in the raising of hay, I sincerely believe that from one and a half, to twice the number of pounds can be raised per acre than in Illinois and Iowa.

I am told that clover is a sure seed crop. With us in Illinois we are not

seed. We get a crop of hay, and sometimes a crop of seed, but it is not sure. I am told in Clover-Land you are assured of a crop of seed each year. Then, too, our clover is not covered with sufficient snow to protect it from the hard winters, and the freezing and thawing in the spring heaves the ground, breaking the roots, and our clover winter kills. In Clover-Land I am told none of the clover ever-kills out owing to the hard winter, owing to its being covered with a mantle of snow, which protects it.

After summing up the entire situation, it seems to me that Clover-Land has practically all of the advantages of most other grazing countries, without any of the disadvantages, and by industry, the use of sound judgment, and thrift, newcomers coming into Clover-Land will make more money in a given length of time than in any other part of the United States.

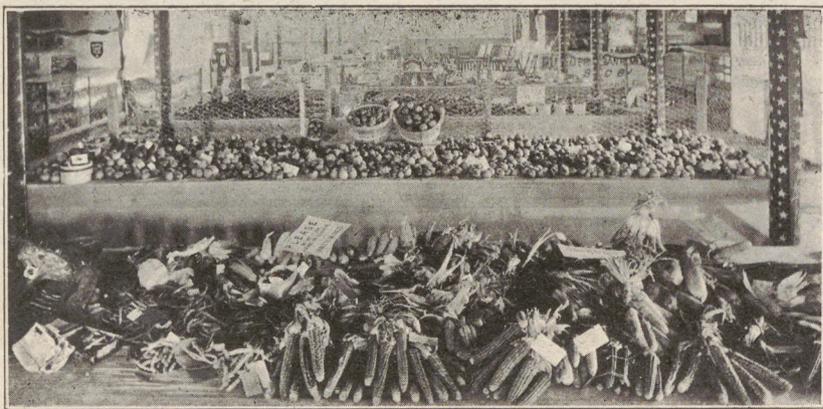
That four trainloads of cattle will be shipped from Arizona to the upper peninsula this month, by Frank M. King of Tucson, Ariz., was the promise made by the latter in a letter recently to the Upper Peninsula Development bureau.

George D. Westerman of Laurium was elected permanent chairman of the employed Y. M. C. A. workers of the upper peninsula at a meeting held in the Ispeming "Y" building recently. Garfield A. Uren, assistant secretary of the Marquette organization was named secretary and treasurer.

"Freddy" Olmstead announces that several of the old stars who helped to bring fame to Escanaba in a baseball way have consented to play with an Escanaba team this year and feels confident that a good class D team can be picked.

The Houghton local draft board received an order instructing it to send the recently drawn quota of selects to Camp Wheeler, Macon, Ga. They will go by special train, including the Hancock, Calumet and Keweenaw contingents.

Every woman in Keweenaw county so far as can be ascertained, has registered for patriotic service in case the nation needs her. The county has gone right up to the 100 per cent mark, or about 2,800 in the registration of women.



Prize Winners at the 1917 Delta County Fair

Thriving Trout Creek in Clover-Land

Trout Creek is a thriving village located in the southeast corner of Ontonagon County, on the main line of the D. S. S. & A. Railroad 170 miles east of Duluth, 84 miles west of Marquette and about 500 miles from Chicago.

It has a fine high school, good rural schools, both Protestant and Catholic churches, several good stores, good hotels and a very nice depot, which maintains both night and day service the year round. It has the services of long distance and local telephone lines. Trout Creek boasts of having some of the most enterprising of Clover-Land's business men at the head of its business interests, of which lumbering is the main industry. The Weidman & Son Company and the Trout Creek Manufacturing Company operate their plants the year round and give employment to several hundred men.

There are good roads leading in each direction from the village. There are several miles of side tracks and yards that offer every convenience to

the shipper. The estimate of the shipments for the month of May, from this station as given by the local agent is 200 carloads.

Trout Creek is surrounded by as fertile lands as can be found anywhere and numerous fine spring creeks and rivers to furnish a plentiful water supply at all times for stock that could be pastured upon the thousands of acres of available grazing land tributary to the village.

There are a great many farmers who raise several thousand tons of hay and a great deal of grain each year, which would assure the stockmen of the necessary supply of fodder to carry them thru the winter months.

There are good opportunities here for both the stockman looking for something on a large scale and the man who is looking for a place to make a home.

To each and every one we extend an invitation to come and look the situation over. For further information, write to

The Trout Creek Boosters' Club

J. P. WEBB, Secretary



County Agricultural Agents and the Stock Men

BY B. F. PATTISON
Delta County Agent

IN the past few months much has been written and said of that section of the country known as Clover-Land. The Upper Peninsula of Michigan, comprising an area of some ten and one-half million acres, is so named due to the fact that clover grows so abundantly in this part of the country. I do not mean to convey the impression that clover is all that will grow for every one knows that where clover grows many other crops such as roots, peas, alfalfa, and grains will also grow. A glance at crop records for the state of Michigan in 1917 will show the Upper Peninsula leading in the production of many of the crops mentioned above, and yet we have not referred to the really important things that the stockmen look for such as water, climate, market conditions, railroad facilities, etc.

You have undoubtedly heard all about these things from different sources, and yet after all that has been said and written by those that are boosting this "land of possibilities," the greatest praise has come from practical stockmen, both sheep and cattlemen, that have carefully gone over the ground and written to their friends and neighbors back home that the story was not half told and the possibilities far better than represented.

In this Upper Peninsula of Michigan there is a small group of men that have watched this great livestock movement with the greatest of interest, though they haven't a foot of land for sale nor are they interested in any way in the financial side of the proposition. The writer refers to the County Agricultural Agents that are at work in every county of the Peninsula except two. These men are employed co-operatively by the government, state and county, and are here to render any assistance within their power, to people or movements, that will promote the agricultural development of this section of their country. The experience gained by these men from working with farmers and solving agricultural problems, is yours for the asking. They are of the "rough and ready" sort that have gained their knowledge of conditions by good hard practical work. When you come here, make their office your first stopping place, you will find there a friend.

The writer has had the extreme pleasure of talking to a number of

men from the western states ranging from Texas to Montana and has yet to hear one say that he was not more than satisfied with conditions here. In fact they have been so enthusiastic in their praises that we are wondering why more has not been said of the possibilities of "Clover-Land" for livestock. Truly a satisfied customer is the best advertisement, and it is with a feeling of great satisfaction that those in charge of this great movement realize that their claims have stood the acid test of the practical stock men of the South and West. I believe I am betraying no secret when I say that fifty thousand sheep will be unloaded here within the next two months, and that this very evening a train-load of cattle from New Mexico are passing thru here on their way to a future home in "Clover-Land." Men are coming every day to look over locations, and though they may go out a little skeptical, they always come back an ardent booster and want to write of the possibilities to their friends immediately.

The writer has visited several small flock owners recently and has found a lamb crop averaging from 75 to 170%, and in every case the men were very enthusiastic over the possibilities in sheep. Experiments have been tried out with cattle and goats and the results obtained were highly satisfactory. If you wish to better yourself, take a little time off and quietly visit this so called "Clover-Land" and be convinced that opportunities still untold await you. Make the County Agent's office your first goal, and get some absolutely unbiased opinions as to the possibilities of this section. You will find them eager to help every way. Of all the people not actually connected with this somewhat recent propaganda, they are the most vitally interested, because they realize that it will take big men with big ideas to develop this country and demonstrate its possibilities to those already here. Though we were a little shocked at first with the "thousands of sheep" and "hundreds of cattle talk" we have fully recovered now and can converse freely in the sheep and cattle language of the West.

Our co-operation, if desired, is freely given and together we can do much toward increasing the wool and meat supply and do a greater part in helping our boys "over there."

He Is Our John D. Ryan

BY HOMER A. GUCK of Houghton

HERE in the Copper Country of Michigan the people picked up the morning paper and read the news from Washington that John D. Ryan had been appointed director of air plants and production. It made us proud. He's our John D. Ryan. I have known him personally since childhood. He is one of God's own. They don't make many like him. He's a great man in the world of finance and business today. But he never comes to Houghton without climbing the six flights of stairs to my little editorial room on the top floor of the Gazette building. He's the same John Ryan to us now as he was when we were boys. And he is a young man today.

The news on our front page this morning made it look to me that John Ryan had been picked for one of the

story of the two miners, William A. Clark and Marcus Daly, who discovered the Anaconda silver mine, later made it over into a great copper mine, later got into a row with one another. I might ring in the Heinze rumpus, and all that. And the story of Clark's election to the senate in the olden days when cash counted. And then you all remember what Tom Lawson did to the Amalgamated Copper company in the greatest muckraking job the country ever saw. The Daly interests were the largest share holders in the company.

Just when things were at their worst John Ryan was made Butte manager of the Amalgamated. Henry H. Rogers was the president. When Mr. Rogers died, Ryan became president. He has put that great property in a position where it ranks as a standard investment security. Even the name Amalgamated is gone. Now it is the Anaconda. It is never used for speculative purposes. It is, in the public estimation, quite a different property from the old Amalgamated. Ryan has done for the Amalgamated what we all hope he can do for the airplane program of the United States. And he will. We know him in Michigan.

It makes us pretty proud to know that a Houghton boy has been selected by the president of the United States for this great work. Mr. Ryan is a man of great wealth. He was one of those who paid taxes on a million a year income. When the war broke out he went to work for the Red Cross at Washington. He is a Democrat, politically, and was a strong supporter of President Wilson in the last campaign.

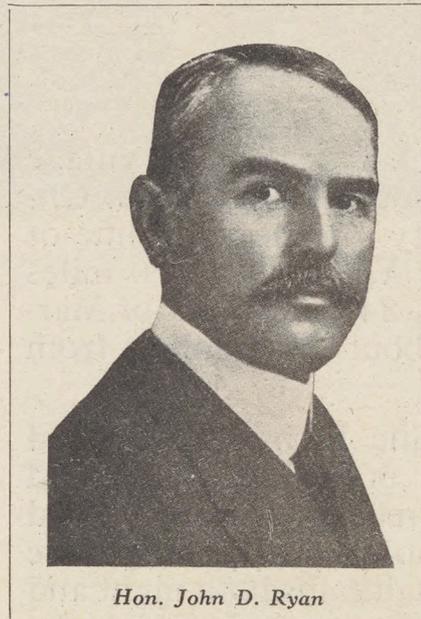
Personally he is one of the most delightful men in the world to meet. He does not fight. He smiles all the time. He never lost his temper in a business deal in his life. I could spend 300 words telling of little private charities he has done among folks that I know about here in our Michigan copper district and it is a safe wager he has spent a good many more dollars and hours on that kind of work in Butte.

He was here a few days last summer. He comes, with the family to spend a vacation here every year, playing golf. We sat in Jim Dee's sun parlor one morning, getting ready to go out on the links and I recounted to him his many business triumphs and successes in life. Finally, I asked him what he considered the most important of all. "My election as a director of the Hibernian bank in New York," he replied. That came to him on a silver salver. You must be a Hibernian to be on the board. He did no business with the institution. It was offered to him as an honor to a son of Erin. "Nothing would have pleased my father quite as much as that."

Yes, the folks here and in Montana, feel that the government is making moves in the right direction when they select men like our John Ryan for such jobs.

The executive committee of the Copper Country League of Municipalities appointed Attorney J. A. McNeill chairman of the legislative committee to secure favorable legislation for the Copper Country. It is the aim of the league to license candy stores and pool rooms and other like enterprises.

The Fourth of July will be celebrated without fireworks this year. The output of every fireworks factory in the United States has been purchased by the war department and will be used in supplying the army with flares and signal lights.



Hon. John D. Ryan

two most important jobs connected with the home work of the war. That's why I thought something of the personality of the man as I know him might be worth reading. Next to the ship building job there is the airplane job. And Ryan will put the pep in the airplane job as Charles Schwab is putting it into the ship building job.

John Ryan's father was a mining captain for the Calumet & Hecla in the early days of that property. Later he actually discovered the copper lode on the south side of Portage river, later developed into the Baltic, one of the two richest copper mines of the Copper Range corporation. Young John Ryan worked in his uncle Ed. Ryan's store in Hancock when I knew him first. Then he got a job selling oil for the Standard Oil company. Ultimately he became western manager for the Standard, with headquarters in Denver. Then he came home and married one of Houghton's most delightful girls.

Ryan's travels took him to Butte. He tried to sell the Amalgamated Copper company. Old man Daly, Marcus Daly, of the famous Daly-Clark stores, liked Ryan, but he didn't like the Standard Oil for some reason or other. "Come to me representing some other oil company and you can have all the business I can turn over to you," said Marcus Daly. And Ryan came back representing the Crew-Levick company. And he did sell the oil.

Likewise he and John Ryan became close friends. When Marcus Daly died Mr. Ryan was made director of the Daly Trust and Banking interests in Butte. He looked after the enormous estate of this great copper magnate.

I might diverge here and tell the

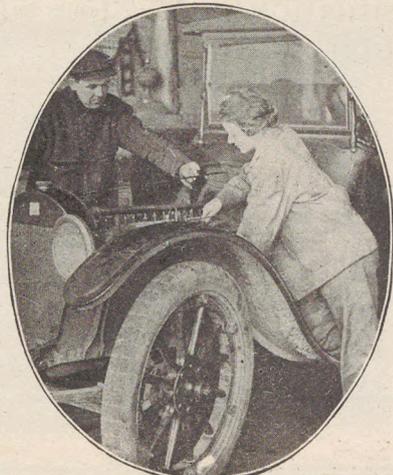
DOING HER BIT IN OVERALLS

An Upper Peninsula young lady who doesn't hesitate, when the exigencies of the occasion make it necessary in the line of doing her "bit", to doff the cumbersome skirt for the bifurcated garments, even if by so doing the rules of convention are set aside for the nonce, is Miss Lina Schook of Crystal Falls.

Miss Schook has volunteered for service during the war as auto driver, and having in mind the fact that efficiency is the standard Uncle Sam demands to facilitate his efforts to dethrone the Kaiser, she set about some time ago to qualify for the position. Her acceptance by the government in this capacity depends upon passing the examination.

Although having had considerable experience in driving her own car, she decided to amplify her skill at the wheel by acquiring at first hand a thorough knowledge of the mechanism of the automobile, and under the direction of Mr. Earl Lowe, an expert

mechanician, she is fast acquiring the experience which will no doubt make possible the gratification of her ambition to help win the war.





Backs His Confidence by Buying 2,500 Acres

BY JOHN I. BELLAIRE

JOHN W. LANIER was born in Stephens county, Texas, on a cow ranch and has punched cows over Texas, Colorado, New Mexico and Oklahoma.

He has inspected lands from old Mexico to the middle of Canada, covering almost the entire United States.

He has been in the colonization business for the past fifteen years, and sold lands in Northern Michigan to the farmer and the investor. After covering almost every inch of the Upper Peninsula, he finally decided that Blaney, Mueller township, Schoolcraft county, Michigan, offered the best lands to be had. After being convinced of this fact, he purchased a tract of twenty-five thousand acres for the purpose of settling actual farming.

In conversation with Mr. Lanier, he predicts that this will be one of the best farming and stock raising countries in the United States or any other place he has been.

The buying of land for a future home is a matter of deep consideration, long thought, and dependent on many conditions. Some may be led on by alluring statements, beautiful pictures, and fluently worded literature of the real estate agent and finally buy a farm which they are unable to

carry on the investment made in capital and labor, as the purchaser's interest is in the pecuniary regard as well as contentment of mind and physical comfort.

It is only lately that the cutover lands of Clover-Land have begun to attract the farmers and home-seekers from the more thickly populated states where land values are prohibitive to the man of small means. Here is a country, speaking of Clover-Land, within a few hours ride of the greatest markets.

The location assures the farmers of a ready market for all of his products, hay, grain, potatoes, butter, eggs, cream, poultry, beef, mutton, etc., and without excessive rates of transportation. Here are thousands of acres of the richest soil in a nourishing climate of ample rainfall and sunshine remaining to be cleared of stumps and second growth or the original timber of hardwood. Farm development on the cutover lands is well under way, and a number of large farms are well developed. Enough development has been accomplished in all parts of this township to prove beyond any doubt the exceptional adapt-

ability of the soil and climate for profitable farming. It should also be taken into consideration that the new settler going into this township at the present time is not a pioneer as we used to know the term, but will find established settlements, prosperous towns and he can locate on good roads, rural telephone and rural free delivery.

The country is being rapidly supplied with good roads, schools are well located and it is not possible for the new settler to locate many miles from a railroad. Here is a country capable of serving both the rich and the poor man and with a proportionate profit to both.

The land lies gently rolling. One of the cleared areas must be seen to realize the tremendous improvement that is wrought about by clearing, buildings, fenced fields and crops.

Clover and timothy grow luxuriantly, both on the cut over uncleared lands and those that are being farmed, so that this Upper Peninsula has well earned the name "Clover-Land."

Its value for hay and forage as well as for pasturage is becoming known to stockmen throughout the United States. In fact, many settlers cut tons of good hay besides pasturing their cattle on the unfenced wild lands and pasture their sheep on the wild land within their enclosures.

In the heart of the best farming lands in Schoolcraft county is located the beautiful village of Blaney, considered by all, one of the cleanest,

towns in Clover-Land. Founded in 1899 by the Wm. Mueller Co., who at a great expense broke the ground and cleared the town site from the original virgin timber and platted what is now destined to become one of the healthiest and most beautiful towns in Clover-Land. It has a system of water works far superior to many of her larger sister towns. The water is pumped from a deep drilled well to an elevated tank, and carried to the dwellings, streets and business houses by a system of pipes, thus furnishing all an ample supply of the very best,

Blaney is located on the highest natural elevation of land between the two great lakes, thus insuring plenty of pure, bracing air, with good schools, churches, electric lights, hospital, telephone, local and long distance, with rural free delivery of mails and some of the best auto roads to be found, this is really one place in all Clover-Land where life is worth living. The town has the reputation of having one of the cleanest, most sanitary and best arranged and well stocked general merchandise stores to be found in the state.

Mueller township in brief, possesses



A comfortable Blaney home

clear pure water an envy to many travelers who are often heard to remark: "My what good water," and "what a beautiful clean town."

Blaney is located on the Blaney & Southern railway at the junction of the Lake Michigan, Lake Superior and Soo, Escanaba auto roads. It is not unusual to count from thirty to forty autos passing through town in a single day.

excellent location with reference to markets, rich soil which produces in abundance, and pure, fresh water everywhere, and an invigorating bracing climate at all seasons with plenty of rainfall and generous sunshine.

Here is an opportunity for the man with small capital who is willing to work a few years to create a property which will produce with certainty and regularity.

Busiest Little Town in Mackinac County

BY O. A. WALSTAD

Shortly after the construction of the Soo Line railway the pioneer lumbermen selected a place for the distribution of supplies and banking ground for timber awaiting shipment, located on the railway upon the rising ground about three miles from Lake Michigan and near the beautiful inland lake Millicoquins, an ideal choice to best radiate to the surrounding regions, and as the progressive changes incident to transformation from the lumbering industry to agriculture, the observer of today must give tribute to the foresight of the founders of Kennedy Siding, now Engadine, the busiest little town in Mackinac county.

Located 35 miles east of Manistique, 70 miles west of Sault Ste. Marie, endowed with the natural resources of fertile soil, lakes, rivers and streams to delight the hours of leisure, it was natural that the development of the farming industry should show a continuous growth, and today the well tilled fields, large barns, fine houses, garages and good live stock that may be found within a few miles from Engadine give ample proof of the returns.

The business life of Engadine depends upon the products of the adjacent farms and as several stores, a bank, drug store, hardware and implement store, confectionery store, and garage find each year more prosperous than the foregoing, the conclusion is obvious.

We have yet considerable undeveloped land, clay loam soil, near a main line of railway with Chicago, St. Paul and Minneapolis markets only 12½ hours away, in a thriving community with modern schools, churches, a county road system and gravel and macadam township highways, progressive and public spirited farmers and business men. To be brief, a live community.

When touring the Upper Peninsula we invite you to call and get acquainted with Engadine in Mackinac county.

The Michigan war conference scheduled for June 12 and 13 at Escanaba will be a big event in that city's history. Notables from all over Clover-Land, Michigan and the nation will be present to take part.

In a recent drive for navy recruits in the copper country, 42 men were signed up. A special car carried the recruits to Milwaukee.

Fire from a passing locomotive laid half the village of Ingalls in ashes, destroying property to the extent of more than \$40,000. Included in the loss is the general store and warehouse of Louis Dobeas.

The movement of ore from the Iron Mountain range to the Escanaba docks has now reached a large volume. The total movement of ore is about 800 carloads daily.



The popular Hotel at Blaney

carry on successfully and which too often proves to be misrepresented.

The first thing to be considered is the fact that the lands to be investigated will produce profitably the crops, which the new settler intends to grow. The soil, location with respect to markets, the markets themselves, and the transportation facilities are among the things to be taken into account. The climate, rainfall, water supply, growing seasons for the crops to be raised are of the utmost importance also, and the wagon roads, schools and neighbors are factors which must not be overlooked.

It is the aim of this article to set forth in plain words the fact that this part of Clover-Land has lands which fulfill all requirements enumerated above.

Surely this is a wonderful country which can welcome all classes and where they can all better themselves physically, mentally and financially. It is not my intention to try to convey the idea that this is a land to yield abundant returns from the outset without effort. Such results can be obtained only by hard work and any profit from successful farming is measured by the actual labor expended.

It is my intention to set forth in plain statement of facts as to the advantages to be gained in establishing a home in Blaney, Mueller township, Schoolcraft county, Michigan.

The arguments set forth are based on the return in actual dollars and

ability of the soil and climate for profitable farming. It should also be taken into consideration that the new settler going into this township at the present time is not a pioneer as we used to know the term, but will find established settlements, prosperous towns and he can locate on good roads, rural telephone and rural free delivery.

The country is being rapidly supplied with good roads, schools are well located and it is not possible for the new settler to locate many miles from a railroad. Here is a country capable of serving both the rich and the poor man and with a proportionate profit to both.

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ACTUAL RESULTS OF BUREAU SHEEP AND CATTLE CAMPAIGN

Continued from Page 15

And thus the grazing industry has been brought to a head. Some of the grazers are already here and more will come but if nothing else is accomplished than just the mere advertising value of the campaign then Clover-Land is well repaid. This is proven in the statement made by one grazer who said: "Why, we know more about Clover-Land than we do about our own states. Your square methods, your gentlemanly action and your country itself has brought general favor among the grazers of the west."

While grazing has occupied the minds of the bureau heads most of the year, yet they have been compelled to take up other phases of development work because the bureau is not working only to make use of the idle lands but to improve every other business which it possibly can.

Mr. Rowell's annual report told of the work which the bureau had done boosting Clover-Land as a touring country. He said that Clover-Land had the "touring attributes," namely good roads, healthy climate and beautiful scenery, which any country must have if it is to attract tourists.

He argued that by boosting the touring possibilities it gave him a vehicle through which he could get Clover-Land in the newspapers and thus keep the name before the eyes of the people. This alone, he said, made the propaganda worth while.

He also argued that tourists advertise the country. The fact that the number is increasing each year he claimed, showed that the first tourists were pleased with what they found here and that they were sending others. This personal contact was valuable and the best means of advertising the peninsula.

"Roger M. Andrews at Menominee estimated that there were 10,000 tourists who visited Clover-Land during last season," said the secretary. These persons averaged three days in Clover-Land and spent no less than \$25 apiece. That means an income of \$750,000. This money went largely to the hotels and garages. Indirectly it went to merchants, farmers and others. That proves, it pays to advertise. I have always held that a business man should advertise what he knows he has. We know we have the right touring conditions and hence we advertise them."

Mr. Rowell told how the touring propaganda was carried on. He showed those present at the annual meeting where large spaces had been secured in the Chicago Examiner, Detroit Journal, Chicago club magazines, Wisconsin Agriculturist and other newspapers.

The bureau last year spent \$1,275 in road guides which carried full road information. This year the space has been cut owing to rising costs and a somewhat depleted treasury brought

on by expensive grazing propaganda.

Advertising matter was mailed to more than 5,000 persons on touring conditions here. This year the bureau will issue a clever touring pamphlet which it will circulate among 15,000 persons who take tours as a means of a vacation. Mr. Rowell told of one Clover-Land hotel manager who wrote saying that one-third of his business last summer came from tourists and that he believed the bureau brought them. Mr. Rowell also stated that only a handful of hotel and garage owners assisted directly in paying the bills of this extensive advertising which was building up their business.

During last year the bureau offices at Marquette sent out 45,153 pieces of mail. This included all varieties of reading matter.

The publicity campaign was a very active one during the year. The fact that the secretary was formerly a newspaper man gave him a good opportunity in pushing this end of the work to the highest degree. There were 2,115,000 lines sent broadcast, much of which was printed according to clippings which reached Mr. Rowell's office. Clover-Land papers were furnished with material which would tend to show what the bureau was doing while the outside papers got material which was news and also good "booster" information.

The secretary contended that this news matter was most valuable in that it kept the name of Clover-Land before the people. He explained that this was one of the ways in which the West made itself famous. "Use every means of getting publicity that is honorable" said Mr. Rowell. "It will bring in great returns. In order to get anybody to visit Clover-Land we must attract their attention. The easiest way to do that is to get our share of news matter into the newspapers."

Mr. Rowell contended that gradually the owners of land, the bankers and all other lines of industry were being drawn closer and closer together. "Every industry and every person must be welded into one great body of boosters if we are to make Clover-Land what we hope it to be," he said.

He told how the bureau had furnished the money in order that prizes might be awarded in the potato club contests. He said that the Boys' and Girls' Potato and Garden clubs secured their buttons from the bureau and that the organization was always ready to do its utmost in pushing development work at home.

H. W. Reade treasurer reported that the bureau had raised \$19,162.53 during the fiscal year which ended January 31, 1918, and that it had on hand from the previous year, \$3,969.01 or a grand total of \$23,131.54. Of this \$17,270.96 was spent as follows. Advertising and publicity, \$7,919.34; au-

5000 MILES



THE MIGHTY AMAZON

ANNOUNCEMENT

We have secured the exclusive agency for Amazon Supertires, the tire that has met with unprecedented favor throughout the entire country!

It is the tire that is "doing things". Outwearing all others, and averaging the highest uninterrupted mileage of any tire on the market!

Amazon's remarkable tread of live, velvety, virile rubber runs from four to five thousand miles without showing appreciable signs of wear!

Amazon's reinforced carcass protects against expensive blowouts with the resultant tube destruction.

And Amazon's aristocratic appearance—a jet-black body with a circling snow-white stripe, adds class and character to any car.

Come in and get acquainted with "Amazon, the Supertire"

Clover-Land Distributors, Northern Hdw. & Sup. Co., Menominee, Mich.
Clover-Land Dealers! Write us for Agency Proposition!
Ask your dealer about Amazon Supertires.

tomobile, \$264.14; clerk hire, office expense, etc., \$2,002.27; executive meetings, \$45.38; manager and office expense, \$3,081.50; miscellaneous, \$27.61; newspaper subscriptions, \$41.50; postage and stationery, \$683.26; printing \$781.60; president's expense, \$656.78; rent, janitor, wire service, \$585.98; travelling expense, \$1,181.60.

There was a balance on February 1 of \$5,860.58. Since February 1 the subscriptions have amounted to \$8,649.42, while the secretary and extension specialist have checking accounts totaling \$550. This makes a grand total of \$15,060.00. The expenses to May 1 amounted to \$5,834.10, leaving \$9,225.90 in the treasury. There has been \$535 pledged so that the bureau has \$9,760.90 with which to work on until December when the new subscriptions by counties and others will be due.

This amount is about \$5,000 shy of what is needed. It was pointed out by President Harmon that the bureau would need \$5,000 more if it is to meet its present obligations and keep up its present rate of work. To cut down at this time, he said, would be fatal.

President Harmon called the Marquette meeting to order and the high tension interest of those present kept the session going without a recess for luncheon. Mr. Harmon greeted the visitors and said that he was disappointed at the number present but that he went under the theory that as long as things went well the people were satisfied. If there was trouble in camp he said that there would be a large crowd present.

"We are here to listen to reports from officers who have been active in the work of the bureau," he said. "We are sure that the people of Clover-Land little realize how we have worked and that they will be both surprised and pleased when they hear what we have to tell them."

"There has been some talk of making the bureau a mouthpiece for land owners only," he added. "I am absolutely opposed to this. We must operate for the benefit of all Clover-Land. The moment we cut our activities to boosting lands only, that moment we will lose our prestige and go down. We need only point to development

Continued on Page 32

UNITED STATES DEPOSITARY

OFFICERS

J. M. Longyear President
D. W. Powell Vice-President
C. H. Schaffer Vice-President
F. J. Jennison Cashier
H. R. Fox Assistant Cashier
E. A. Brown ... 2nd Assistant Cashier

DIRECTORS

John M. Longyear Chas. H. Schaffer
J. G. Reynolds R. P. Bronson
H. R. Harris E. L. Pearce
Daniel W. Powell Frank J. Jennison
A. T. Roberts Austin Farrell

MARQUETTE NATIONAL BANK

MARQUETTE, MICHIGAN

CAPITAL AND PROFITS \$160,000.00

Statement of Condition of the Marquette National Bank Condensed from Statement to the Comptroller of the Currency at Close of Business May 10th, 1918.

RESOURCES

Loans and Discounts.....	\$1,103,022.78
U. S. Bonds to Secure Circulation.....	100,000.00
Other Bonds and Securities.....	231,262.28
Bank Building and Fixtures.....	62,500.00
Five Per Cent Fund.....	5,000.00
Cash and Exchange.....	531,035.79

\$2,032,820.85

LIABILITIES

Capital Stock Paid in.....	\$ 100,000.00
Surplus	50,000.00
Undivided Profits	50,620.80
Reserved for Interest and Taxes.....	4,094.78
Circulation	98,700.00
Deposits	1,729,405.27

\$2,032,820.85

CLOVER LAND

Whitney Farm Proves What Clover-Land Can Do



The 1918 Spring lambing season at the Whitney Farm

BY CHARLES R. HUTCHESON

CLOVER-LAND is justly proud of the Whitney farm, which is located at Whitney, Menominee county, Michigan, about eighteen miles west of Escanaba.

The Felch Mountain branch of the Chicago & North Western railroad runs through it, and the Whitney station, post office, express office, general store and hotel are located on it.

The farm consists of 2,560 acres in a solid body. Well equipped buildings have been constructed, as the reader will note from one of the accompanying illustrations.

Thirty-five years ago the Lake Superior Iron company had a set of charcoal kilns at the station now called Whitney. The work of removing the timber necessitated the use of many horses, and the hay and grain with which they were fed, had to be imported from Illinois and Iowa. All that was necessary to grow these crops on the adjoining lands was to remove the stumps, prepare the fertile soil, and scatter the seed. The owners, realizing this economic possibility, took advantage of it, and began to clear the land. Adjacent to this beautiful Clover-Land farm are several million acres of similar soil, some partly cut over, and more still covered with virgin timber. In future years these lands will be converted into such splendid places as the Whitney farm, but much credit must be given to the owners who had the vision of this magnificent farm, and the courage and ability to carry out their plans.

The farm is now owned by the National Pole company of Escanaba, the officers of which company were the officers of the Lake Superior Iron company. J. C. Kirkpatrick, Sr., father of the J. C. Kirkpatrick who is now president of the National Pole company, was the one who started the farm in 1883. H. W. Reade, vice president of the National Pole company, has been the active manager in build-

ing it up to its present state.

In the early days, it was really a hay and grain farm, and each summer during the first twenty-five years, many acres of land were cleared and sown into oats and seeded down to hay. The owners, having noticed the wonderful growth of clover, as well as all other grasses and grains, decided to go into the dairy business. They built a modern creamery and stable, and bought a herd of Holstein cattle. They had an abundance of buttermilk and skimmed milk as a by-product of the creamery, for which there was no market, so they bought some hogs to consume this waste, and thus converted it into a paying product.

Potatoes and all other vegetables needed for the men working in the camps, and around the kilns, were produced in the gardens and truck patches.

Each year more fodder, hay and root crops were produced, so four years ago a flock of sheep was purchased and placed on the farm. On this page you will find an illustration showing the Whitney farm flock of today, which picture was taken the 21st day of May, 1918. Pure bred Hampshires and grade sheep make up the flock. The revenue from the large quantity of excellent wool and the fat lambs marketed each fall, has proven to the owners of the Whitney farm that sheep make the best paying branch of their farm operations. They intend to enlarge their flock to the capacity of the farm in the very near future. No loss has ever been suffered from any of the diseases so common among sheep in most localities, or from wild animals or dogs.

During the winter these sheep are kept in open sheds and are fed clover hay, and the lambs at the age of from 4½ to 5 months, are marketed in Chicago as fat lambs, right off the pas-

tures.

Anyone who is skeptical as to the agricultural possibilities of Clover-Land, need only to spend a few hours with Mr. Reade at the Whitney farm to be convinced that this country is second to none as a livestock and agricultural country. Visitors can see, in season, hundreds of acres of ripening grain and crimson red clover, and many fruit laden trees; also horses, cattle, sheep and hogs, well nourished, and thriving upon the abundant pasturage.

The meals served to visitors at the Whitney farm are unexcelled by any city's finest hotel. All the vegetables served are grown on Whitney soil. Pork, beef and mutton, sweetened and flavored by the clover and blue grass "evergreen pastures," are also served at every meal.

Every crop needed for live stock raising is grown in abundance in the fertile fields of this beautiful farm. There are under cultivation today 1,000 acres. The soil is clay loam, slightly rolling, giving excellent drainage. Numerous small creeks are to be found, which furnish splendid water for the stock during the pasturing season. One of these creeks has been carefully surveyed and will give water power of considerable magnitude, and more than sufficient to supply all possible requirements for this farm.

About forty acres of potatoes are raised each year, and they always sell at a special price because of their quality. Spring and winter wheat, peas, oats, rye, barley and all root crops and hays, have always been grown successfully and profitably, and the yields equal, and, in many cases, exceed those of corn-belt farms.

A forty acre orchard decorates the hillside back of the farm buildings, one-third being apple trees just reaching the heavy bearing stage, one-

third cherry trees which will begin bearing next year, and the balance apple trees which are just beginning to bear. The cherries are of the early Richmond and Montmorency varieties. The apples include Yellow Transparents, Dutchess, Wealthies, Northwestern Greenings, and a few Northern Spies and Delicious.

Many of the western grazers who have visited Clover-Land this spring have been taken to the Whitney farm. After a few hours spent there, they have been unanimous in their decision that Clover-Land has passed the experimental stage in farming and stock raising on a large scale, and they realize that what has been done on this farm can be done on the millions of Clover-Land cut over lands, which are now lying idle.



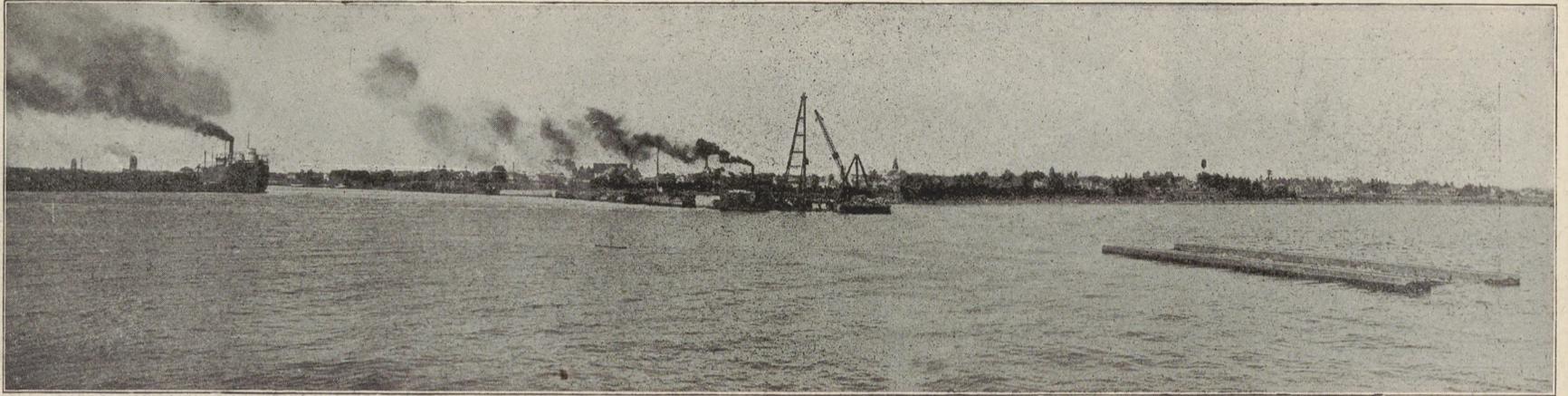
The Shepherd of Whitney Farm



A Clover-Land farm of 2,560 acres. The Whitney Farm in Menominee County, Michigan.

CLOVER LAND

Manistique, the Fastest Growing City in Clover-Land



The picturesque deep harbor of Manistique in Clover-Land is open all the year to navigation

PROGRESS is the watchword which has made Manistique one of the leading cities in the Upper Peninsula. Its development in the past four years has added a number of new plants to its industries and its real estate values have materially enhanced through the legitimate demand for homes due to increased population. Its growth has been on a sound basis and the industries established are of the substantial and permanent kind.

Like every other city which has an eye to the future, Manistique wants more factories, wholesale houses, and more people; it can take care of new industries because it has all the natural advantages needed for manufacturing and commerce and it is a good place in which to live.

It has the only open winter port in the Upper Peninsula; it is the logical northern gateway to the West. Factory sites can be secured on both rail and water and cheap freight rates may be obtained; hydro-electric power is procurable at a low figure; at present there is being built on the river at Manistique a hydro-electric plant with a maximum capacity of 8400 h. p.; labor is efficient and of high class.

In the past, Manistique has been a lumber city but today it has reached the period of developing into a city of varied industries and its progress promises to be natural and rapid. In the period from 1900 to 1910 it showed a growth of 14 per cent, all of which came within the last two years of that time. Its advancement in population since the end of that period is estimated at about 30 per cent, its present population being 6,500 people.

The water frontage of Manistique gives to the city possibilities for advancement that few other municipalities possess. Along the river or on the shores of the lake, factories can obtain sites where they will have shipping by water on the one side and on the other the best of railroad facilities.

The Manistique River is navigable by the largest boats on the lakes for a distance of one-half mile from its mouth and furnishes a safe harbor which is given further protection by a \$500,000 breakwater built out into the lake by the U. S. government. Docks have been built along the shores of the river and railroads have built right up to them. Three railroads and Lake Michigan form the basis of transportation. Freight may be shipped in every direction by rail or water and the rates are low.

It is of special significance that the Manistique harbor is the only one in the Upper Peninsula that is open throughout the year. Three railroads enter Manistique as follows:

The Ann Arbor from the south via carferry from Frankfort in the lower

peninsula. Its huge boats, one of which is the largest carferry in the world, operate both summer and winter and Manistique is made the gateway through which the west and northwest are joined to the railroads of the east.

The main line of the Minneapolis, St. Paul, and Sault Ste. Marie furnishes transportation East and West.

The Manistique and Lake Superior connects with the Duluth, South Shore and Atlantic which traverse the great iron and copper belts of northwest Michigan.

Manistique has modern, up-to-date stores which serve the city and surrounding country with ample shopping facilities.

It has an adequate sewer system and an ample supply of pure water, both municipally owned. These are important factors in the healthfulness of the city.

Its fire protection is adequate and Manistique has suffered no disastrous fires. In addition to the city fire department, there is a large tug on the river and lake which is equipped for fighting fire and in case of necessity can render valuable service. The police department is admirably organized and looks after the safety of the city's property as carefully as in any community.

The country district in Schoolcraft county surrounding Manistique has many attractive features. Hard roads facilitate communication with the country by auto or team, which will especially appeal to farmers or graz-

ers contemplating establishment in northern Michigan.

Last, but by no means least, is the school system of Manistique, which has been enhanced during the past year by a new modern high school building equipped with complete educational facilities, a gymnasium and an auditorium having a seating capacity of over nine hundred. In addition, there are four grade schools conveniently located throughout the city.

Manistique is the natural gateway to Clover-Land; it is the City of Opportunity.

The Manistique Chamber of Commerce is the center of community interest. It is Manistique's volunteer business organization and includes practically all of the business men of the city in its membership. Its object is to make Manistique a bigger and better twentieth-century city. If you want to know more about this enterprising city, or Schoolcraft county, a letter addressed to the secretary will have prompt attention.

He's from Missouri

Wheatland, Mo.,
May 6, 1918.

Mr. George W. Rowell, Jr., Secretary,
Marquette, Michigan.

Dear Sir:

Your letter received asking my impressions of the Upper Peninsula, its

advantages, possibilities and my future plans there.

I had read with interest the advertisements and articles telling of "Clover-Land" in the American Sheep Breeder, as I wished to obtain a larger acreage in favorable sheep country to enlarge our flock and have room for future development. I have noticed that with the present high prices of feeds a stock raiser is limited in the size of his flock by the amount of grazing land he can control.

I was raised in Illinois, educated in the east, lived in western South Dakota and Missouri and have traveled extensively in United States and Canada but I wished to see Upper Michigan before locating permanently. Having investigated Wisconsin and lower Michigan lands I arranged to meet land owners and see your cutover lands.

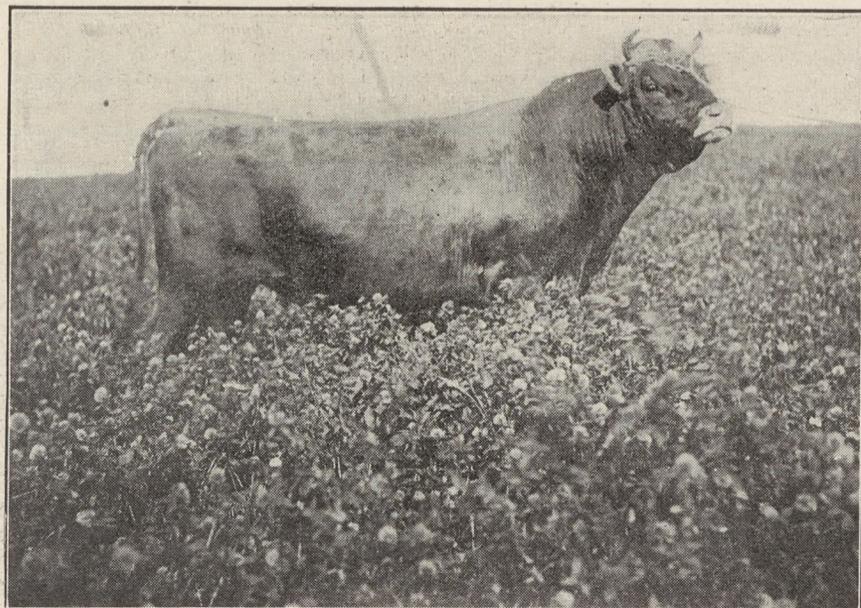
The first thing that impressed me was your nearness to Chicago. Stockmen suffer severe losses shipping long distances to market and I have experienced such losses. Your hard roads next attracted my approval for I have traveled and had freight hauled over roads that were bad dreams come true. Then the sincerity of your organization appealed to me. Your officers and business men seemed to me to wish to get satisfied grazers and not merely dispose of land. The land itself and the grass, clover and crops it raises are all better than I expected. It is easy to see the benefits of snow all winter protecting the crops and grass. And it is easy to see the vigor of the livestock in your country, due to the bracing cool climate. Your sheep men satisfied my inquiries as to their success with their sheep raising. Their flocks showed their good health and freedom from the pests and parasites of more southern states. The price of your lands and your reasonable terms showed me that you had confidence in your own proposition and the future of your country. And I believe that when sheep and cattle men see your country they will do as I did; close a deal for a tract while it is still available.

You already have an organization of the right sort to co-operate with the new grazers so as to make the Upper Peninsula come to the front as a cattle and sheep country.

I plan to go to my tract near Whitney, Michigan this month and get ready to ship sheep there. I expect to handle breeding ewes and registered rams. Hope to meet you soon in Escanaba.

Yours very truly,

ROBERT BURTON (signed).



Clover-Land cattle are sure enough "in clover"

CLOVER LAND

In the Center of the Great Ontonagon Valley

BY D. A. KOOKER of Ewen

THE Ewen Development Association is joining hands with the Upper Peninsula Development Bureau and all other progressive agencies in spreading the gospel of Clover-Land advantages, in an effort to get new settlers for this wonderfully rich and fertile country, with a special and laudable ambition of attracting its share of prospective newcomers to this locality.

President Harmon and Manager Rowell of the Upper Peninsula organization, have done heroic work in securing the attention of thousands of western sheep and cattle men to the unlimited possibilities of this part of the great northland as a vast grazing ground where many million dollars worth of unused forage sinks back into the bosom of nature every fall, not to come back again until the spring brings once more its wealth of clover bloom.

That their efforts are bearing fruit is attested by the fact that a number of western stockmen have already commenced the shipment of herds here for summer feed, while many others have signified their intention of looking up permanent homes for their flocks somewhere in this vast region of unoccupied land where nature has provided so bountifully and abundantly all that may be desired in the way of climate, feed and water—the three chief essentials of successful live-stock production.

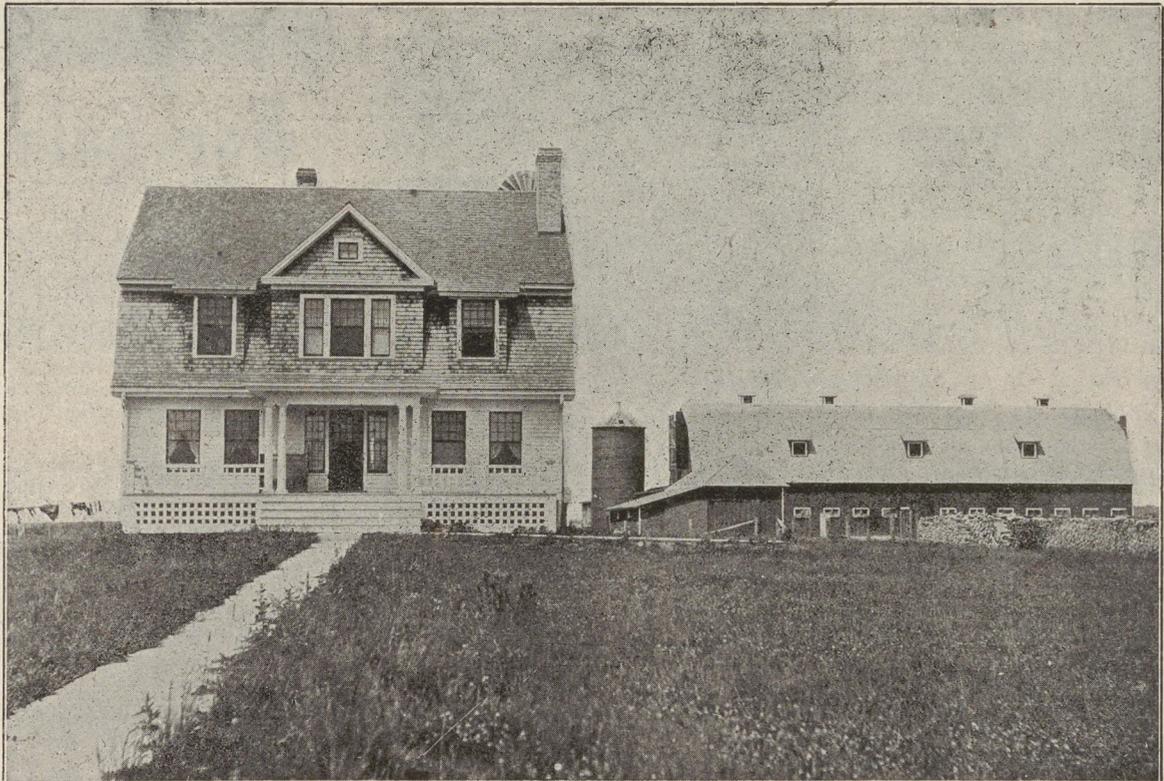
Having confidence in the special advantages this part of Clover-Land has for the stockmen, the Ewen organization is holding out the hand of welcome to the men from the west and bidding them come and be convinced. The people of Ewen are not the kind to sit back and look on at the passing procession. They not only want to get in the game with every progres-

sive movement but they want to be some where near the head of the column.

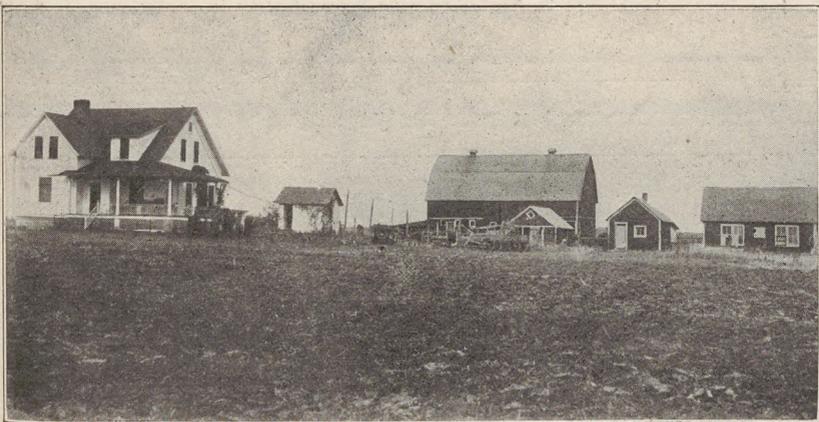
They are kindly, hospitable, forceful, energetic and eager to advance,

whether it be in trying to secure some new industry for the town or in lending assistance in placing prospective settlers in the most advantageous locations. And in another

reputation for the enterprise of its business men, the success of its farmers and stockmen and the vastness of its rich and alluring grass land, so rich and nutritious and abundant—but alas, being unused, so great a waste as to seem almost a crime when



A perfectly equipped and successful Ewen dairy farm



Fairview Stock Farm, near Ewen, Clover-Land

part of this magazine will be found a full page advertisement setting forth some of the inducements the Ewen locality offers not to be found in towns less progressive and ambitious.

Ewen is without doubt the most progressive, alert and aggressive town of anywhere near its size located on the South Shore railroad between Duluth and Marquette, a distance of 250 miles.

This may appear to be making a big claim, but when it is remembered that Ewen is in the very center of the Great Ontonagon Valley, the richest and most fertile tract of land in the whole peninsula, it is not to be wondered at that the territory for which Ewen acts as the business clearing house has secured such an enviable

we think of the milk and beef, mutton and wool it could provide for the hungry of our own land and the starving and unclothed of war-mad Europe.

Owing to the large demand for ice, although the weather is yet cool in the Copper Country, the possibility of a shortage before fall is considered.

L. R. Taft, state orchard and nursery inspector, with headquarters at the Michigan Agricultural college, inspected the fruit prospects of Chippewa county, and found the outlook splendid.

A movement to beautify Laurium has been started for the removal of fences and walls about residence properties, and a large number of property holders are taking this way of beautifying their lots.

BULLETIN

W. T. Bishop, of Texas, has taken a 7,000 acre tract in Alger county. He will do some work on the tract this summer and ship in his sheep and cattle next spring. Mr. Bishop is one of the best known grazers in Texas and is representing several other prominent business men. The fact that he had faith in Clover-Land and took a large tract is self-evident proof that his opinion will most likely bring other Texans here.

Chairmanship of the committee on relations with Canada, tendered him by Alton B. Parker, chancellor of the Sulgrave institution has been accepted by Chase S. Osborn of the Soo.

Corporal Joseph B. Pattinson of Manistique, a member of Co. M, has been wounded in a recent battle in France, according to press reports. He was well known in the upper peninsula among the members of the High school football teams.

Manistique proposed to spend \$7,000 on the city streets the coming summer. About three miles of its streets are a component part of the county highway system, and the city proposes to earn the state reward thereon.

With the Menominee river as the dividing line, a "naval battle" for recruits in the U. S. navy has been started between the Ishpeming office to operate in Menominee and the Oshkosh office to operate in Marinette.

Counties all over Clover-Land are making plans to promote the sale of thrift stamps. In many places the drive will commence on June 20.

THE SPIES REALTY COMPANY

MENOMINEE, MICHIGAN

owns the cut-over lands of a large lumber company operating in various parts of Clover-Land. Inquiries cordially invited.

SPIES REALTY COMPANY
Spies Building Menominee, Mich.

Actual Results of Bureau Sheep and Cattle Campaign

Continued from Page 28

bureaus on all sides who have tried this and who are now dead and buried so deeply that they will never arise."

Mr. Harmon made it plain that the bureau had not received the co-operation it deserved and that more persons would have to put on "booster clothing" if it was to secure the maximum amount of good.

Charles R. Hutcheson spoke of his work telling how he had lined up the grazing tracts in Clover-Land and then how he conducted the office at Salt Lake City. He told of his visits with the grazers and how he talked with them of Clover-Land. He said that he was known as "The Man from Clover-Land." He said that through

the western office and the great follow-up campaign of the bureau that Clover-Land had reaped the benefit of the advertising which Wisconsin, Lower Michigan and Minnesota had done.

"We followed up our punches and scored a knock-out," was the way he put it. "We took advantage of every point and we are winning as you can see in looking over the list of persons whom we have brought here. Results count and we are getting them."

Mr. Hutcheson said that he had been accorded the best kind of treatment on all sides. He added that he had made it plain that the bureau was not trying to get all the grazers in the west to move here but that Clover-Land only sought those who were being crowded out. He said that grazing conditions in the west had reached such a point that many had to go out of business or seek new fields.

"There is much work ahead for us," he said. "We must burn over some areas for future use. Our bankers must be liberal. Our people must do everything possible in order to help the grazers. We have made a start. The future of the grazing business will depend on how we handle those who are already with us."

The report of G. Sherman Collins was not read owing to a lack of time, President Harmon announced that it would be published in the Clover-Land Magazine and it is to be found in this edition. Mr. Collins spent much time and effort getting bankers interested in the Livestock Loan association. He has the matter well in hand. This loan association, Mr. Hutcheson said, was one of the important things that Clover-Land had to organize if the grazers were to be handled correctly.

The subject of raising the \$5,000 was brought up. Mr. Harmon said the matter was vital if the bureau was to remain in business. A telegram arrived from John M. Longyear from Brookline, Mass., saying that he would increase his subscription \$500. Benjamin Gero said that he would volunteer to raise \$500 or ten per cent of the total in Schoolcraft county.

Roger M. Andrews then urged that some plan be developed to call a general meeting of Clover-Land people at Escanaba and June 12 was the date selected. Mr. Andrews also urged that speakers go before every county board in Clover-Land and explain the work of the bureau. He offered the columns of the Clover-Land magazine for bu-

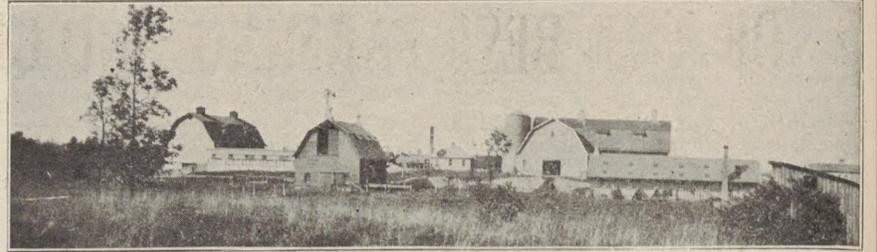
reau use in printing the official proceedings.

A nominating committee consisting of Messrs. Wallen, Reade and Bronson was appointed. Their selection of officers and executive committeemen was adopted in full and is printed in another column.

The usual acceptances of reports and votes of thanks were given. Secretary-Manager Rowell was re-engaged at a salary of \$3,500.

A committee consisting of Messrs. Andrews, Vandenboom, Reade, Chipley, McGinley Harmon and Rowell was named to take charge of the Escanaba meeting on June 12.

It was the general concensus of opinion that the work of the bureau during the year was the best in its history and that it would be tragic if the organization was checked or stopped at this time when it had reached the climax of its campaigns.



Cut-Over Lands

This large operating company, one of the pioneers of Clover-Land, has some special offers for sheep and cattle men wanting the best ranges.

Write to

Wisconsin Land & Lumber Company

Hermansville, Menominee County, Michigan

For Sale 100,000 Acres

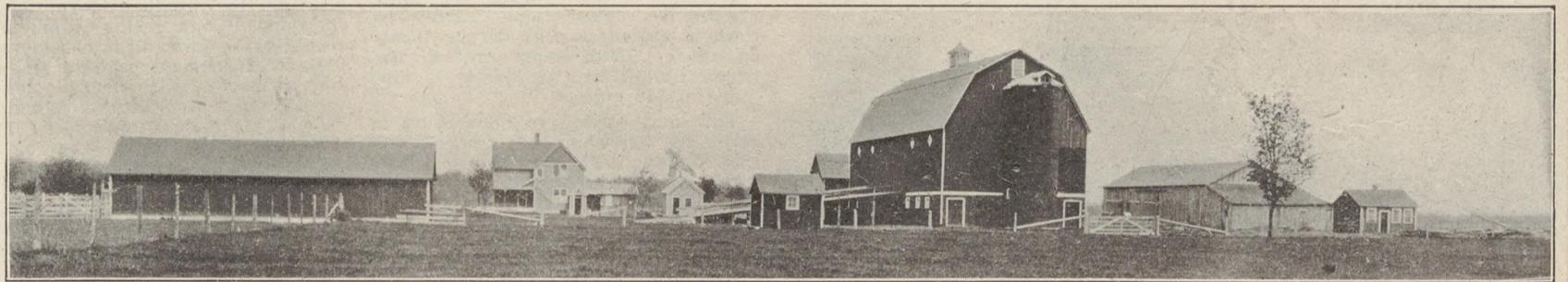
THIS 1600 acre stock farm, fenced and cross-fenced, with new barns, 500 acres improved, balance in clover and blue-grass pasture, 3 miles from a good town, on the main line of the C. & N. W. R. R., and macadam road running from buildings to town and adjacent cities. We offer this, completely equipped, crops, tools and stock, at a moderate price if taken soon. Write us for inventory and price, and also let us send you our complete list of improved farms and full information in regard to the stock raising conditions and possibilities in Clover-Land and Menominee County, Michigan.

The weather report for Menominee shows a growing season between frosts of 140 to 160 days. This gives to Menominee County its great advantage in Clover-Land in the production of winter feeding crops, especially corn, which can be depended upon to mature its grain. It also accounts for this county's superior development and its thousands of fine farms. This land, lying at a low elevation and sloping to the south, is protected in the winter from the extreme cold and heavy snow from the north, northwest and west, by the high ranges farther inland, where the snow is from two to four times the depth and the cold much greater than here.

When visiting Clover-Land, come to Menominee County, and you will stay.

Menominee Abstract & Land Co.

Menominee, Michigan, Box 64.



The pride of Luce county, Murphy & Gormely's 600 acre farm, devoted to oats, barley, peas, potatoes, ensilage, corn, alfalfa and mixed hay. Home of pure bred registered Shorthorn cattle.

Luce County Is One of the Garden Spots of Clover-Land

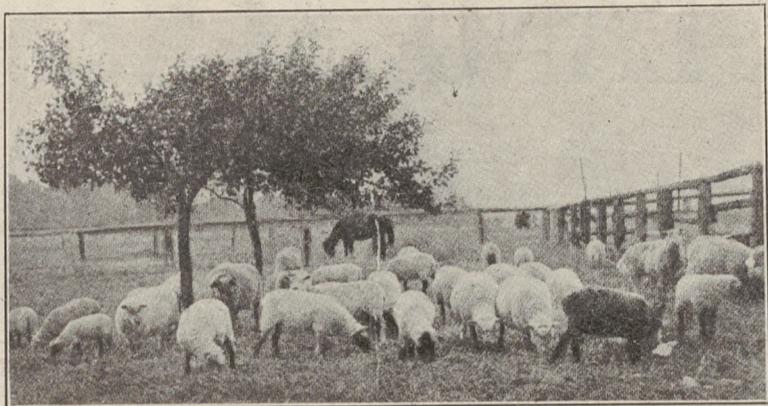
Here are located many prosperous farms, convenient to the thriving county seat, Newberry. Here, also, is abundant sheep and cattle acreage, waiting for the western herdsmen.

The county of Luce invites you to share its advantages. A cordial welcome awaits you.

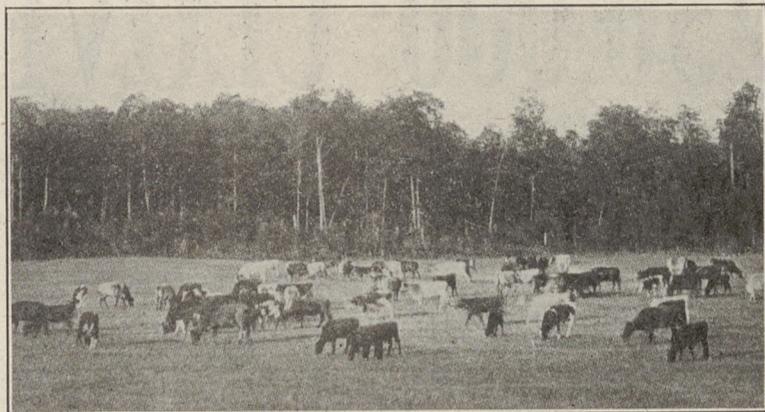
LUCE COUNTY COMMERCIAL CLUB, A. N. Sayles, Sec'y, Newberry

THOUSANDS OF ACRES

OF THE BEST FARMING AND GRAZING LANDS IN CLOVER-LAND



SHEEP AT BLANEY



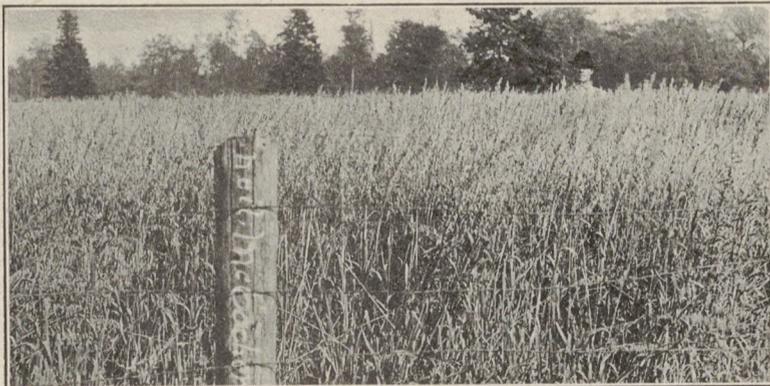
BLANEY'S CONTENTED COWS

I own my lands and settlers buying from me purchase their farms from the owner. I handle lands in both small and large tracts. Special attention given actual settlers.

Prices are very reasonable, a small cash payment down, and the balance on easy, liberal terms.



A BLANEY RYE FIELD



A STAND OF BLANEY OATS



If you are looking for farm or unimproved lands, call on or write me and let me know what you want.

JOHN W. LANIER

MANISTIQUE,

MICHIGAN

KEWEENAW LAND ASSOCIATION, Limited.
THE KIMBERLY IRON CO.
GOGEBIC & ONTONAGON LAND CO.
LONGYEAR MESABA LAND & IRON CO.
DAVENPORT & LONGYEAR.
ALBANY POOL, Limited.

MICHIGAN IRON & LAND CO, Limited.
GOGEBIC LAND CO.
PORCUPINE LAND ASSOCIATION, Limited.
AYER & LONGYEAR.
SPARROW & LONGYEAR.
THE NEWPORT LAND CO.

250,000 CLOVER-LAND ACRES OF GRAZING LANDS

That will yield an abundance of food.
Abundantly watered.

NOW READY FOR GRAZERS

Located in Fourteen Clover-Land Counties

Good Prices and Terms to
Practical Grazers

J. M. Longyear, Marquette, Mich.



One of the exhibits at Ontonagon County Fair held at Ewen last Fall.

EWEN WANTS YOU!

THE Ewen Development Association extends a cordial invitation to all tourists and visitors who make their way to the Northern Peninsula of Michigan this summer, to stop off at Ewen and get acquainted with our business and professional men and our farmers, dairymen and live stock producers. Ewen is located in the heart of the *Great Ontonagon Valley* and was first to adopt the title of

CLOVER-LAND

Ewen boasts of being the metropolis of the Ontonagon Valley and millions of acres of rich farming and grazing lands are easily accessible from this point. Being located on the main line of the South Shore and the center of a network of good roads leading in every direction, it naturally has many advantages over towns and villages less fortunately situated.

Some of the advantages this town possesses over its neighbors are that it is the home of the following places of business, most of which are not to be found in the neighboring towns:

A State Bank, Creamery, Bakery, Resident Doctor, City and Rural Telephone, Clothing Stores, Drug Store, Barber Shop, Livery and Sales Stable, Newspaper and Printing Office, Cheese Factory, Hardware Store, Resident Dentist, Photograph Gallery, Dry Goods Stores, Garage, Blacksmith Shop, Real Estate Office.
And Fine Artesian Flowing Water.

Ewen has two Protestant and one Catholic church and a new \$45,000 High School. The town is supported by live business men and progressive farmers and stockmen. All letters or inquiries will be cheerfully and promptly answered if you will address

THE EWEN DEVELOPMENT ASSOCIATION

J. F. Foglesong, President

—or—

Harry Hankin, Secretary

L'ANSE, MICH.

ITS ADVANTAGES

as a home

It has an excellent progressive graded High School, twelve grades.

It has wide, well kept streets.

It has a splendid town hall, which is in addition a recreation center.

It has a municipal water system, a hydro-electric light plant municipally owned.

It has a complete equipment for its volunteer fire department; a steam fire engine.

It is picturesquely located on Keweenaw bay.

Its location on Keweenaw bay tempers the atmosphere and makes its winter temperature the equal of cities located 400 miles to the south of us.

as a business place

It is the center of a rapidly growing farming and mercantile center.

Its population is increasing rapidly. It has excellent train service. Two solid trains each way daily to Chicago and the south; two trains from the east via Mackinaw City; also from Duluth and the Northwest.

It is the center of the new forty-eight mile federal aided state highway which connects the Iron and Copper countries.

It has miles and miles of good roads leading into the rural districts. The hundreds of small spring water creeks and rivers where the finest fishing and hunting that man could wish for can be found.

It will pay you to investigate. Look at the map—only 32 miles from Houghton, 60 miles from Marquette, 47 miles from Ishpeming, 90 miles from Iron Mountain.

Come all the way in your car on good roads—they all lead to L'Anse, Baraga County, Clover-Land, Michigan, the County Seat of Baraga County.

RAISE YOUR OWN WOOL!

You use 8 pounds of wool a year, you eat 75 pounds of meat a year. Each sheep produces 8 pounds of wool per year. Lambs unmarketed average about 75 pounds. Therefore, it takes one sheep to furnish the wool to clothe you and one lamb to provide the meat to help feed you.

The United States now has only one sheep to every three people. Clover-Land is far below this average. Due to the vicious Kincaid homestead law, the western grazing lands have been cut down, so that fewer sheep are being raised there every year.

Something must be done to increase the supply of wool. The government is very anxious to have undeveloped grazing sections converted into sheep ranches.

It is an economic crime for Clover-Land with several million acres of cutover timber lands suitable for sheep, and with climatic and other conditions most favorable for sheep raising to demand wool from an already short national supply.

With its splendid pastures, Clover-Land should raise much more than its quota of wool.

The western ranch men are ready to bring their flocks to Clover-Land if Clover-Land is ready to furnish the land and the capital for carrying on the business.

To Prove Sheep Raising Successful in Clover-Land

The Clover-Land Sheep and Wool Company is being organized with \$260,000 capital, and will place 5,000 bred sheep on 10,000 acres of land in Clover-Land. This is to be a demonstration ranch for the purpose of proving to the western sheep men and to capital throughout the country that sheep can be raised profitably here, and also to prepare for agriculture great tracts of cutover lands. The sheep are great land clearers and after they have run on land for a few years that land is ready for the plow.

The ranch of the Clover-Land Sheep and Wool Company will be managed by a very successful western sheep man, Mr. H. C. Abbot, vice president of the New Mexico Wool Growers' Association. The organizers of the company and the men who will be the directors are all prominent business men in Clover-Land, among them being G. W. Earle, Hermansville; E. F. Brown, Andrew Bjorkman, M. F. Fox, R. S. Powell, A. E. Brauns, W. G. Monroe, F. C. Cole, G. M. Garvey, Iron Mountain; Max Sells, Peter McGovern, E. A. Thieman, Florence, Wisconsin; Charles E. Lawrence, Finlay A. Morrison, Iron River.

Enough stock has already been subscribed by these men and others and by some of the big sheep men of the west to pay for the land and sheep. About \$65,000 is being offered to the public for the purpose of securing funds for the building of buildings, fences and for working capital.

Prove Your Faith in Clover-Land

It behooves every believer in Clover-Land to invest in as much of this stock as possible to help this movement which means so much to Clover-Land, so much to our Nation, so much to you. By purchasing this stock you can prove your faith in Clover-Land, you can show the government that you are ready to raise your own wool instead of taking wool needed for the army, you can have a very profitable investment and you will be doing your bit in the carrying out of the greatest plan for development ever attempted in Clover-Land.

CLOVER-LAND SHEEP AND WOOL CO.,
Iron Mountain, Mich.

Gentlemen:—
I believe in Clover-Land. I am thinking of investing in the Clover-Land Sheep and Wool Company. Please mail me complete information.

Name

Address

City

Clover-Land Sheep and Wool Co.,
Iron Mountain, Michigan

CLOVER LAND

Famous Fred Harvey System Has Made the Santa Fe Famous

By Thomas H. MacRae

MAINTENANCE of standard, regardless of cost—that is what has put the Harvey hotel and dining car service in the bright light of public favor above all other maitres d' hotel and given it world-famous renown as an adjunct of the Santa Fe railroad.

Adherence to this principle means not only constant and effective supervision and the employment of the very best help obtainable—it means sometimes quite heavy sacrifices. For instance, at all times must all departments be prepared for any contingency, for any unexpected demand upon their efficiency as an organization and their supplies as a commissariat. Not the slightest confusion must follow a demand to feed a bevy of special trains or to attend the comforts of a host of tourists snowbound or otherwise detained.

And, though but two passengers leave a certain train for dinner, they are sure of just as elaborate a bill of fare as tastily cooked and as appetizingly served, as if a hundred guests were at the tables.

It really is a brilliant business slogan, this "Maintenance of Standard Regardless of Cost," for in the complete analysis one sees that such a policy is certain to corral success—it may take time, but with the passing of each day is an added momentum to the avalanche of favorable publicity which such a policy commands.

We tried to fathom this policy of efficiency—to explore its ramifications. But we had to quit. Each detail of efficiency itself led off into labyrinths of efficiency, until at last we became taxed to overflowing with what we had learned regarding this eating service which has aided so materially in the delight of travel over the Santa Fe.

We finally came to the conclusion that the Harvey service was peculiarly adapted to the Santa Fe and the Santa Fe was peculiarly adapted to the Harvey service. They had developed together, both under broad, liberal management. Sometimes the question is asked, "Why is it not possible to have similarly wonderful dining and hotel accommodations on some other railroad?" The answer is simple: "There is but one Santa Fe."

The great mileage of the Santa Fe, its progressive and aggressive spirit of development, under the liberal policy of President Ripley, make possible the success of the Harvey service on so great a scale. It is essential that these conditions exist in order to

build up a great, successful auxiliary organization such as Fred Harvey's, and it is unquestionably true that on no other road are these conditions so ideal as on the Santa Fe. The Santa Fe has done a great deal for Fred Harvey—and Fred Harvey has done a great deal for the Santa Fe. It is one of the finest examples of teamwork in the world—it demonstrates remarkably how co-operation helps everyone who co-operates.

The Santa Fe builds great costly hotels—Fred Harvey furnishes and operates them. The Santa Fe whirls over its tracks the most beautiful dining-cars in the world—and Fred Harvey is the omnipresent chef. The Santa Fe has baggage-cars especially fitted up as refrigerators, which, loaded with the choicest meats, the freshest fruits, dairy products and vegetables, are whisked across the desert on the fastest passenger trains—and because of this Fred Harvey can serve from one end of the Santa Fe to the other the finest, freshest, most delectable food procurable anywhere, without exception. Santa Fe trainmen ascertain in advance how many passengers want meals at the various stations—and Fred Harvey sees to it that there is ample to send everyone away well filled and satisfied, but, knowing the probable number of guests, there is no need of cooking up more than sufficient without too great waste. And in no hundred ways do the traffic, the operating, the mechanical and the engineering departments of Santa Fe co-operate with Fred Harvey to the end that the best service possible may be attained.

The Start.

Away back in 1876 when the young Englishman, Fred Harvey, got the authority of Thomas Nickerson, then president of the Santa Fe, to open a lunchroom in the old depot and general office building in Topeka, he knew that better restaurant and hotel accommodations were the crying need of the traveler, for Fred Harvey was at that time a commercial agent for

the Burlington Railroad, covering the territory within quite a radius of Leavenworth, Kan., his headquarters and his home town.

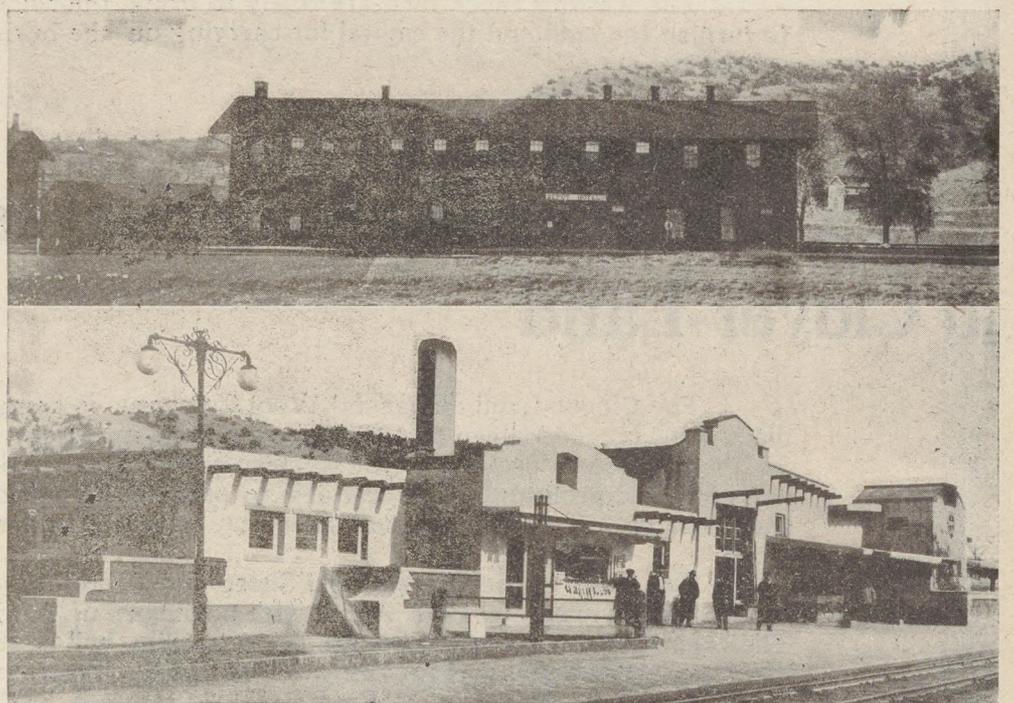
In the early days Fred Harvey frequently sought counsel of the young man who was cashier in the bank at Leavenworth—David Benjamin. Finally, in 1881, he induced him to leave the bank and become what might be termed general manager of the business. At that time the office consisted of one back room in the depot of the old Hannibal & St. Joe railroad at Leavenworth. Benjamin was sent to establish his office in Topeka, but in 1882, there being an opportunity to secure a two-by-four room in the old union depot in Kansas City, Mr. Benjamin moved there, and from that stuffy little "general office" has developed the modern Fred Harvey gen-

deliciousness and nourishment.

And the famous Fred Harvey coffee, with its world-wide reputation and a magnetism which makes a man walk blocks out of his way to secure a cupful—nearly half a million pounds were used to satisfy the thirst of Fred Harvey's patrons, among whom the tea drinkers appear hopelessly outnumbered, as but 15,000 pounds of tea disappeared during 1915.

One scarcely would think that more potatoes were eaten than bread, but, while it took 4,500,000 pounds of flour to make the bread for toast, sandwiches, and so forth, over 5,000,000 pounds of potatoes were required. It would take twelve freight trains, their cars loaded to capacity, to transport the flour and potatoes consumed in the appetizing meals served on this road last year.

Fred Harvey is using lard at the



The old hotel and the new Harvey Hotel at Lamy, New Mexico

eral office, in the new union depot, spread out in rows of beautiful offices and clerical rooms, in which are employed over 200 people.

A Huge Commissariat.

It is said that figures never lie. Be that as it may, it is certain that they do not always tell the truth in the full sense of the term. We are going to give a few figures showing the immense quantities of hunger?appeasers which Fred Harvey serves his guests.

When a little square of butter is placed before you it appears very insignificant, but during 1915 Fred Harvey served over half a million pounds of the best butter made, in catering to some 5,000,000 diners and in cooking.

Over \$750,000 was spent in serving the choicest meats and poultry. Of this \$175,000 was for ham and \$60,000 for bacon—but these figures do not surprise one when he remembers the reputation of Harvey hams and bacon. And 750,000 pounds consisted of chicken—just that many pounds of

rate of a thousand pounds a day, while more than 1,500,000 pounds of sugar disappeared during the year.

The housewife grieves over a milk bill of \$3 or \$4 a month, but it costs Fred Harvey just about an even \$1,000 a day to supply fresh milk and cream on the Santa Fe.

And, in keeping the forks and knives, the pots and pans, the walls and floors—everything about the Harvey Houses—up to the Harvey standard of cleanliness, \$30,000 a year is spent for polishes and cleansing material, exclusive of soap.

Luce county was one of the first counties in the state to win one of the flags offered by the government to all communities oversubscribing their Third Liberty Loan allotments.

William R. Peters, well known Marquette man, has received orders to report to New York on May 8, from where he will be sent to France as an accountant in Red Cross work.

A conference of the Red Cross chapters of Clover-Land has been called for early in May to be held at Marquette.

A heavy drive for navy recruits has been launched in the Upper Peninsula under the direction of officers in charge of the Ishpeming office.

The two breweries of Escanaba will manufacture soft drinks after May 1.

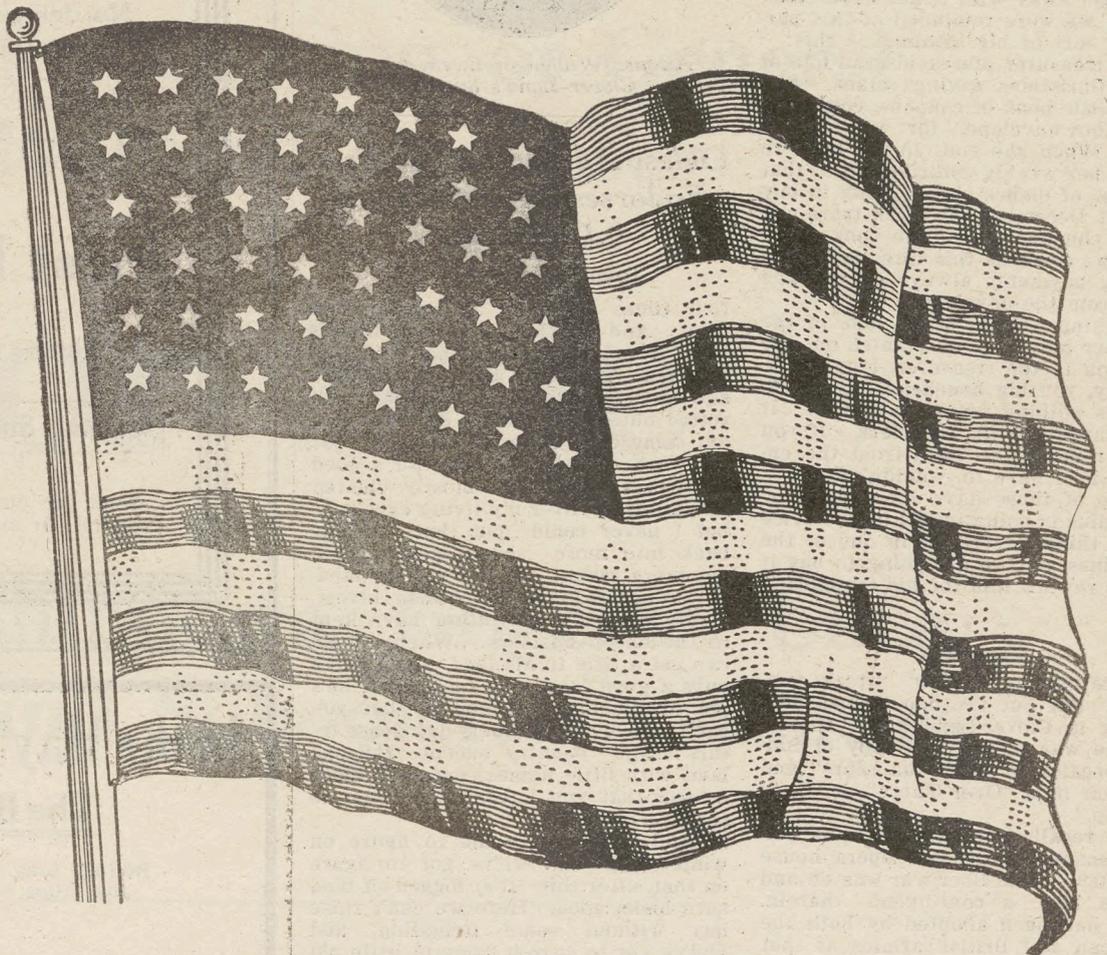


The Harvey private dining room, available at the Kansas City depot of the Santa Fe for traveling parties.

Help Cover Clover-Land with Old Glory

Help us show our thousands of Summer visitors that these fifteen counties have gone "over the top" in patriotic enthusiasm.

CLOVER-LAND Magazine offers this big American flag selling for \$2.25 at retail, made of cotton bunting with fast colors and four feet wide by six feet long to its subscribers, delivered by mail for the coupon below, a money order for



99c

and 7 cents for postage

The publisher bought a large shipment from the manufacturers, and this offer lasts only while the supply holds out. More than 1500 of these flags were bought in Menominee in ten days, from the publisher of The Menominee Herald-Leader.

Money back *instantly* if not satisfied. This is an offer guaranteed by Roger M. Andrews, for the purpose of putting the

flag into as many homes and buildings as possible in all Clover-Land.

Cut out and mail, with money order for **\$1.06 (99c plus 7 cents for postage)** one of the coupons printed below. Orders will be filled as received, and if supply is gone money will be promptly refunded. Allow us a few days time before writing again. Address all orders to

ANDREWS PUBLICATIONS, Box 97, MENOMINEE, MICH.

COUPON NO. 1

I am already a paid subscriber for your Clover-Land Magazine. Herewith is money order for \$1.06 (99 cents for flag and 7 cents for postage.) Send 6x4 cotton bunting, fast color American flag by mail to

Name

P. O.

County

State

Date

COUPON NO. 2

Herewith is money order for \$2.07, for which send me, postage paid, a 4x6 cotton bunting American flag and the Clover-Land Magazine for one year. (Flag 99 cents, postage 7 cents.)

Name

P. O.

County

State

Date

"Long May It Wave, O'er the Land of the Free, and the Home of the Brave"

THE PETER WHITE
PUBLISHED LIBRARIAN
MARQUETTE, MICH.

NATIONAL BUREAU OF LIBRARIANSHIP
WASHINGTON, D. C.

FOUR-LEAF CLOVERS

[Continued from Page 20]

A Few Queer Instances.

A recently widely advertised brand of vegetable emollient for daily bread describes itself in its advertising as: "Butter from the white meat of the cocoanut."

That settles it with us. If we can't have butter from the dark meat of the cocoanut and from the second joint at that we will have nothing to do with it.

We recalled to the attention of the president, general manager and treasurer—heavy on the treasurer part of it—a certain sticky fly paper. It comes in very thin, flat boxes, which bear the legend, "Do not stand on edge." It is good advertising as it calls attention to the product. Several people actually have tried to stand it on edge, because anything Columbus could get away with is not impossible.

Why we were reminded of this particular sort of big birdlime is this:

The treasurer aforesaid is in one of these Christmas savings clubs. She has a little book of coupons, contained in a stout envelope, for protection's sake. When she goes to the bank to pay in her weekly contribution to that new set of dishes she is going to buy us next December the clerk tears one of the coupons out of the book. The envelope contains this direction: "In making payments always remove the book from the envelope."

Thinking we had struck one of the fly paper instances we pointed out the direction to the treasurer, laughingly.

"Why, you big bonehead," she said, "there's nothing funny about that. It is to save time for the clerk. If you didn't remove the book from the envelope he'd have to, wouldn't he?"

Some of these days some advertising genius is going to tell us the price of the thing advertised in one of the magazines and we are going to buy it just to reward him for his thoughtfulness.

* * *

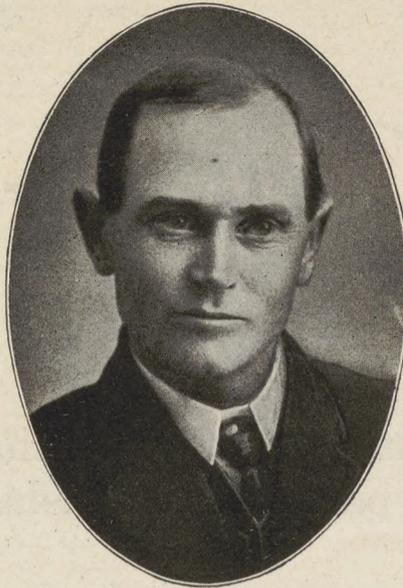
War Plays.

There are only a few "stock companies" left but the one or two now playing in Clover-Land have the inevitable war play. "The Spy of Shiloh," became in '98 "Cuba Libre" and this year it is "Over There" or "Over the Top."

This recalls our experience as acting manager of the Soo opera house about 1899. The Boer war was on and Canada had a contingent therein. Khaki had been adopted by both the American and British armies at that time.

Along came a "stock company," which we called a "rep show" in those days. It played the American Soo for a week, opening in "Found in the Philippines" and the next week played the Canadian Soo, opening in "Found in the Transvaal." All the changes that were made in play or production were in the name and the flag that was inconspicuously draped somewhere in every scene.

Representatives of the War Relief boards of the various counties of the upper peninsula will meet in council at Escanaba. Governor Albert E. Sleeper, head of the war board of the state, and state officers of the Red Cross, Y. M. C. A., K. of C., and other war relief workers are expected to be in attendance.



August Wallen of Ewen, one of Clover-Land's hustlers

Oldest Agricultural Journal Endorses Cut-Over Land Campaign

[Continued from Page 19]

four times as many as we can run here. And the land's a good investment, I reckon. Lots of that land was chopped off twenty or thirty years ago and the stumps are pretty well rotted out. It would be dead easy to put some of it under the plow.

"I've been running sheep for a good many years and I've mostly cleared up something over my living expenses, but I never could put that surplus back into more sheep—never could get more range. So I've had to monkey round with little outside investments when I'd far rather have kept in the sheep business. When a man can get a title to his land—even if it's only a good lease—he feels as if he's got his business in hand; but you can't get even a ninety-day lease in this range country except railroad land with little homesteaders so close to you that you haven't got room to throw a steer.

"And when you come to figure on winter hay—and we've got to figure on that, after this—that logged-off land sure looks good. Here we can't raise hay without some irrigation, and you've got to search some in little old Idaho to find such tracts, and when you do find 'em they cost a hundred or a hundred and fifty dollars an acre. That's awful high for hay raising."

Those successes and the opinion of Mr. Hagenbarth, quoted at the commencement of this article, are of men who have ranged in the west and who are naturally very critical and wary of the conditions of entirely new country for ranging stock. For that reason their decisions carry much weight and there will undoubtedly be considerable personal investigation of those logged-off lands during the coming summer by western men. At the Livestock Convention in Salt Lake City last winter I heard many discussions and exchange of opinions about those lands, always showing deep interest, and, with many men, a determination to go deeper and see.

WHITNEY FARMS

WHITNEY, MENOMINEE COUNTY, MICHIGAN

Registered Holstein Cattle Registered Hampshire Sheep
Creamery Butter Seed Potatoes White Pekin Ducks
Chickens and Honey Lands Adjacent to Farm for Sale

OWNERS

NATIONAL POLE COMPANY
ESCANABA, MICHIGAN

A Special Department

Because of the large number of people transacting their business with the First National Bank of Marquette by mail, a special department has been developed to care for this class of deposits.

All remittances are promptly acknowledged and all withdrawals promptly sent.

No delays are permitted. The next mail out carries a reply to your communication.

Hundreds bank by mail with this strong bank, and find it most satisfactory. We would like to serve you.

First National Bank,

Marquette, Michigan

DESIGNATED UNITED STATES DEPOSITARY

Capital, Surplus and Undivided Profits, \$250,000

Send for our booklet, "Modern Banking," which fully explains our system of Banking by Mail.

In the Hay Belt of Chippewa County

The Best Bargain in Michigan

Rolling Clay Soil—4,200 Acres—Genuine Grazing Land.
Six miles of fence will enclose the complete tract.

Write direct to

O. F. DEMSKE

Box 97, Menominee, Michigan

INFORMATION

pertaining to Cut-over Lands south of Trout Creek, in Clover-Land, where shipping facilities are excellent, will be cheerfully given by

Delaittre & Anderson
Calderwood, Michigan

Upper Peninsula Cut-Over Lands

Suitable for Grazing or General
Agricultural Purposes

For Sale

in Alger, Chippewa, Gogebic, Luce,
Mackinac and Schoolcraft Counties

The Northern Peninsula of Michigan is the best Livestock and Dairying Country in the United States if not in the World. It can care for 8,000,000 sheep and 1,000,000 head of cattle.

For Information Write

Land Department, Charcoal Iron Company of America
Marquette, Michigan

Home Investment Company

MANISTIQUE :: MICHIGAN

For
 City Property,
 Farms,
 and Factory Sites

Seeing Is Believing

MARQUETTE, Mich., May 23.—Another grazer—Robert Burton of Missouri—who came to Clover-Land, looked over the country and selected cut-over lands in Menominee county for his future sheep ranch, writes Secretary Rowell of the Development Bureau today, telling what he thinks of the peninsula as a future grazing community.

Mr. Burton was one of the first men attracted by bureau advertising toward Clover-Land. He asked a few questions by mail and then came here to "see for himself," the result is that he is now closing out his Missouri interests and getting ready to go into business in Clover-Land.

So interested is Mr. Burton in Clover-Land as a grazing region that he has sent the letter printed below to the bureau. J. H. Montgomery of Wyoming wrote Mr. Burton regarding Clover-Land recently and the latter laid down his work in Missouri and came here with the far westerner yesterday to help him select a location. The letter follows:

May 6, 1918.

Mr. George W. Rowell, Jr., Secretary,
 Marquette, Michigan.

Dear Sir:

Your letter received asking my impressions of the Upper Peninsula, its advantages, possibilities and my future plans there.

I had read with interest the advertisements and articles telling of "Clover-Land" in the American Sheep Breeder, as I wished to obtain a larger acreage in favorable sheep country to enlarge our flock and have room for future development. I have noticed that with the present high prices of feeds a stockraiser is limited in the size of his flock by the amount of grazing land he can control.

I was raised in Illinois, educated in the east, lived in western South Dakota and Missouri and have traveled ex-

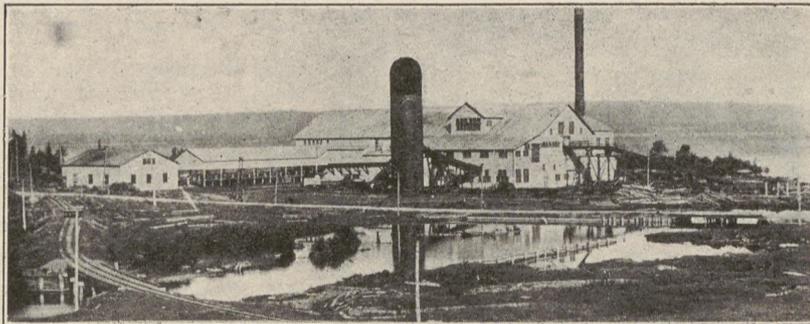
tensively in United States and Canada but I wished to see Upper Michigan before locating permanently. Having investigated Wisconsin and Lower Michigan lands I arranged to meet land owners and see your cutover lands.

The first thing that impressed me was your nearness to Chicago. Stockmen suffer severe losses shipping long distances to market and I have experienced such losses. Your hard roads next attracted my approval for I have traveled and had freight hauled over roads that were bad dreams come true. Then the sincerity of your organization appealed to me. Your officers and business men seemed to me to wish to get satisfied grazers and not merely dispose of land. The land itself and the grass, clover and crops it raises are all better than I expected. It is easy to see the benefits of snow all winter protecting the crops and grass. And it is easy to see the vigor of the livestock in your country due to the bracing cool climate. Your sheep men satisfied my inquiries as to their success with their sheep raising. Their flocks showed their good health and freedom from the pests and parasites of more southern states. The price of your lands and your reasonable terms showed me that you had confidence in your own proposition and the future of your country. And I believe that when sheep and cattle men see your country they will do as I did; close a deal for a tract while it is available.

You already have an organization of the right sort to co-operate with the new grazers so as to make the Upper Peninsula come to the front as a cattle and sheep country.

I plan to go to my tract near Whitney, Michigan, this month and get ready to ship sheep there. I expect to handle breeding ewes and registered rams. Hope to meet you soon in Escanaba.

Yours very truly,
 ROBERT BURTON (signed.)



Located in the center of one of the greatest tracts of timber in the Upper Peninsula of Michigan.

This locality offers an excellent opportunity for the establishment of

A Chemical Plant A Paper Mill
 A Box Factory

and other industries using Lumber or Forest Products

Write Us for Full Information

STEARNS & CULVER LUMBER CO.
 L'ANSE, MICHIGAN

Here Is the Chance For a Live Wire Sheep or Cattle Man

520 Acres

of Michigan's richest soil—all in one piece, and cleared with the exception of about fifteen or twenty acres of hardwood timber.

LITTLE RIVER a beautiful little stream with width ranging from 15 to 30 feet, runs through the farm from north to south. It contains a good volume of water all the year.

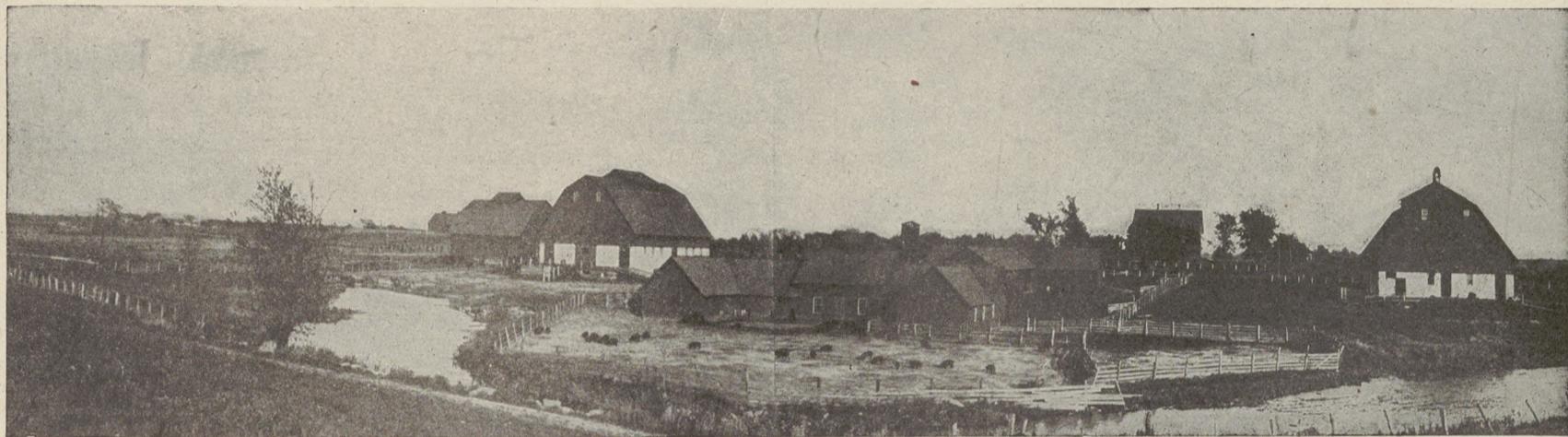
THE SOIL throughout the entire farm is of the very best, the land being well drained so as to make no WASTE. The land is well fenced into convenient sized lots and fields.

A Clover-Land

*Farm that will pay
for itself in a
short time*

Location

Three miles from the commercial and industrial cities of Menominee, Mich., and Marinette, Wis., which have a combined population of 35,000 people. A good macadam road leads from these cities to the farm. The cities form a ready market for produce and everything grown on the farm. Dairies make daily trips into the country for their produce, while a farmers' market in each city makes your selling problem an easy one.



520 ACRES

THE PLEASANT VALLEY FARM

520 ACRES

MENOMINEE COUNTY'S BEST EQUIPPED FARM

The buildings include one two-story frame dwelling with stone and cement basement, having accommodations for twelve or fourteen men, besides the farmer's wife and family. Joining on to the house at the rear is a large woodshed, with an attached icehouse and refrigerator room in the basement; this has a sufficient storage of ice to last through the summer. The house is situated on an elevation, giving a most excellent view of the entire farm. It is surrounded by a good lawn, fruit and shade trees.

South of the house are modern, extensive Poultry Houses, with runways suitable for the care of three or four hundred chickens.

Across the road, west of the house at the south, is a large modern barn, the first story built of stone, with air spaces. This barn was constructed at a cost of \$8,000, and during the last year, the interior was rebuilt and new up-to-date equipment installed for cattle.

Overhead there is storage room for one hundred and fifty tons of hay. Just outside the barn is a large silo and new milk house—the new improvements in the last year costing over \$4,000.

North of the cow barn is a similar barn, containing stalls for horses with room on the second floor for one hundred and fifty tons of hay, or grain. Underneath is a well constructed root cellar. North of the horse barn is a ventilated grain barn, which will hold about one hundred and fifty tons of hay or grain. This building is built with threshing floor in center.

There is also a large tool and store shed with a machinery shed on each side and a large closed machinery shed in the rear, where there is plenty room for all the machinery used on the farm and also automobile storage.

At the rear of this with drainage to the creek, is a large hog house with room for two hundred hogs, containing a room for slaughtering with a hot water heater.

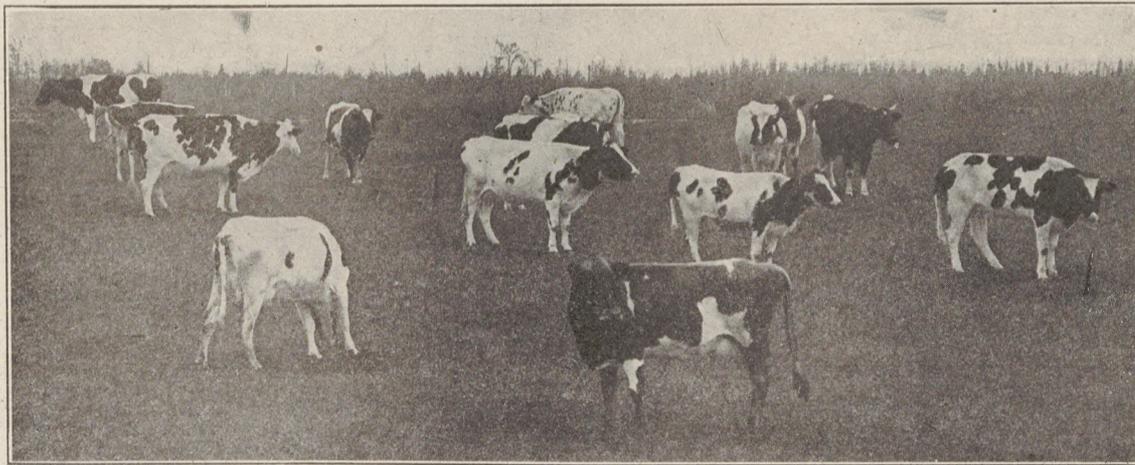
There is a windmill and tank in the cow barn and a windmill and tank in the vegetable garden north of the house.

A large orchard of about three hundred trees, with a few cherry and plum trees.

In addition to this there are about two acres set out to grapes, raspberries and currants, all good varieties and doing remarkably well.

This farm can be operated with a tractor engine.

The land is practically free of stone.



Holstein Cattle That Go With the Farm

WE WILL INCLUDE

AT THE SALE PRICE THE FOLLOWING:

All the agricultural implements in use on the farm, including twine binder, two mowing machines, manure spreader, hay rakes, disc harrows, straight tooth and spring tooth drags, seeders, plows and all necessary smaller machinery and farm tool, including the feed cutter and elevator for filling the silo.

Thirty to thirty-five head of fine HOLSTEIN cattle; also young stock, between two hundred and three hundred chickens, all pigs on farm, and some turkeys, guinea fowl and ducks.

SAWYER GOODMAN CO. or MENOMINEE ABSTRACT & LAND CO.

MARINETTE, WISCONSIN

MENOMINEE, MICHIGAN

This splendid farm was used for years by the commissary department of the Sawyer Goodman Lumber Company, during the height of its lumber operations.

Not a Person, but a Personality

[Editorial from the Mio, Michigan, Telegram-News]

GREAT as may be the dangers to our national life growing from the conduct of the war yet there is distinctly foreshadowed a crisis still in the distance which will may ashen the faces of thoughtful men. That time will be when the truce is struck, when the warriors pause, when the day of settlement comes, for come it must. Into that one eventful hour will be compressed the very concrete of our peril. Our representatives will deal with a wily and prepared bargainer. His adroitness of diplomacy, trained and perfected will be matched against us.

The enemy will have the advantage of the popular cry for quick peace. He will rely upon the war-wearied peoples' desire for normal living supplemented powerfully by the pleas of paid pacifists and the hue and cry in certain of the press of the world to force our delegates, defensively to accept terms which may prove our undoing.

No man can contemplate the great drama of that hour without feeling that the United States must now, if never before or if never again, be represented by the most stable, the most capable, the best fitted, the most de-

termined of human metal and mentality that the republic has produced which is today available.

This year we elect United States senators that may sit in the congress that will deal with these momentous matters. In making the selection we must think as we have not before thought. The Republicans of Oscoda county at the August primary must chose between Republicans for senator. Hon. William Alden Smith is retiring. His successor must be decided. Ex-Governor Fred M. Warner seeks the place as does Former Governor Chase S. Osborn.

Both are estimable men and in time of peace might well be honored with election. Mr. Warner is a citizen of fine spirit and patriotism. Mr. Osborn is a gifted orator with ideals, but believed to be controlled by a weakness for popular approval, the identical peril that we must avoid this year even though it be our last devoted service to the flag.

We must elect not a person but a personality.

We must elect qualities, temperament, anchorage. There is such a man who is available for this sort of service. He it was whom the far-seeing Roosevelt as president chose for secretary of the navy and under whose skill and grimless and scholarly qualities and temper of iron was built up our magnificent first line of defense, the trim fleets of war.

That man is Truman H. Newberry, of Detroit—rather of Michigan—former secretary of the navy, at present Commander of the Third Naval District which includes the ports of New York and Brooklyn. He has said he will serve if elected. Today he is Michigan's first choice and all politics left out of the question. He ought to be chosen to the United States senatorship by Michigan voters. America, buoyant today but possibly bleeding tomorrow, needs the sort of service that providential gifts have made possible for Newberry to give to his country.

According to figures published at Detroit, Delta county stands third in the list of Upper Peninsula counties in the sale of war savings stamps. Marquette leads the counties in the sale of stamps. Menominee is second and Delta county next. Delta county is twentieth in the list for the state.

A GENUINE SNAP

Must be Sold AT ONCE!

Easy Terms.

General Groceries, Dry Goods and Shoe Store.

Business of 1917, \$24,000 cash. Located on Military Road between Watersmeet and Bruce's Crossing. Finest of equipment. For further details write,

Joseph J. Schmitt
Roselawn, Mich.

Under State and National Supervision

This bank is now a member of the

Federal Reserve System

and is the only bank in Delta County under the direct supervision of both the State of Michigan and the U. S. Government.

Gladstone State Savings Bank

I. N. BUSHONG, Pres.
G. J. SLINING, Vice-Pres.
W. W. GASSER, Cashier



Mr. and Mrs. J. L. Grey and family of Idaho. He is the first grazer to locate in Clover-Land from the west. Marquette county will give the family a cordial welcome

Did You Know That Over 90%

of the Conservatories and Educational institutions using Player-Pianos in their music courses have chosen

The Pianola

PLAYER PIANO

—just one of the many features that so clearly and strikingly point to the unrivalled supremacy of the instruments of this most celebrated line!

THE SUPERIORITY in musical results and dependability that made the "Pianola" practically the unanimous choice of musical critics likewise insures you enjoyment and satisfaction in its ownership such as no other player affords!

Steinway, Stroud, Wheelock, Steck, Weber — are the ONLY "Pianola" Player-Pianos. Grand and Upright models. Private demonstration. Any Time.

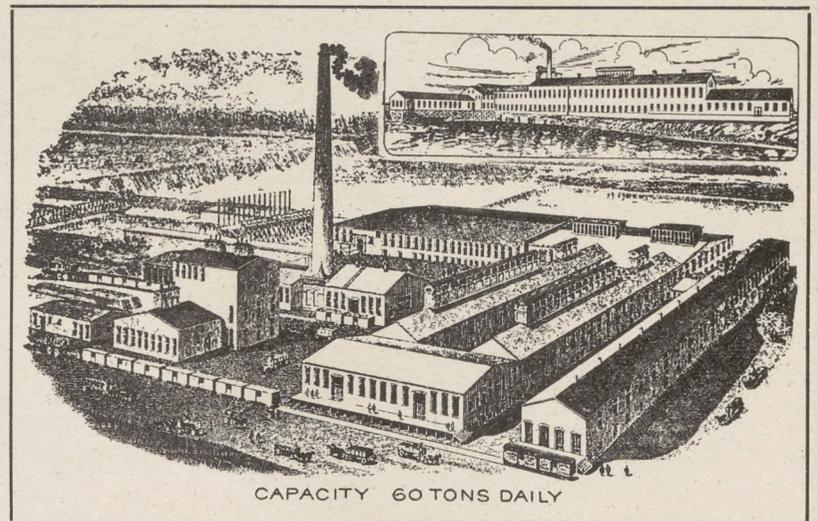
Grinnell Bros

Exclusive Michigan Representatives

ESCANABA 703 Ludington St. HANCOCK 311 Quincy St. SAULT STE. MARIE 405 Ashmun St.

MENOMINEE & MARINETTE PAPER COMPANY

Manufacturers of Fiber and Manila Papers



H. A. J. UPHAM, President ROBERT F. GOODMAN, Vice President
R. W. S. HOSKIN, General Manager
F. A. SILLMAN, Sec'y.-Treas. C. ANDERSON, Asst'. Secy.-Treas.

Trout Creek Is Full of Pep

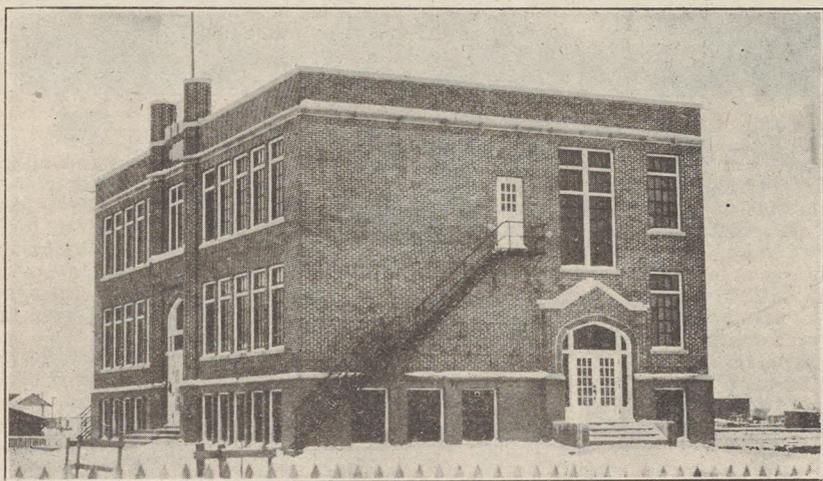
BY E. O. DAVIDSON

TROUT CREEK is a hustling little mill town of about five hundred people, situated on the Duluth, South Shore and Atlantic railway, about eighty miles west of Marquette. It has been in existence for a number of years but receded when the pine industry died, but has taken on new life, due to the hemlock and hardwood industries. There are two up to date lumber mills running all the year around. Work is never hard to find and excellent working facilities are predominant. Wages compare very favorably with those paid elsewhere in the same lines of work.

Agriculture is just beginning to come into its own. Farmers are finding that the land in the vicinity of Trout Creek is exceedingly productive. Potatoes, peas, hay, oats and numerous other crops are raised profitably. The farmers are prosperous here as

money appropriated by the county for that purpose.

Trout Creek also has an excellent system of schools. They are controlled under the township system with the central building located at Trout Creek. The pupils are housed in a splendid up to date brick building, modern in every way and costing about thirty thousand dollars. The building was designed by architects who knew their business and with special reference to beauty of finish and comfort for pupils, excellent lighting, ventilation, heating and water supply. The school maintains its own water system, the water coming from a drilled well over two hundred twenty-five feet deep. Fresh water is pumped daily so that there is small danger of diseases being spread by means of the water. The school is a twelve grade school now recognized



Trout Creek's modern school

elsewhere and many now have very fine homes, splendid capacious barns, and several own automobiles, which is a very good sign of prosperity. The soil is fertile as can be demonstrated by the fact that the boy who took second place in the production of potatoes in the state lives here and produced the potatoes on his father's farm, about six miles from the town. The boy, Fred Biekkola, is a student in the local high school. He raised three hundred and sixty-three bushels of marketable potatoes per acre. At the present time land may be purchased very reasonably, but as time goes on, and according to the law of demand and supply, the price will gradually climb up. There will be a demand for this land as soon as it is fully advertised so that people seeking farms may know of its quality and desirability. Marketing one's products will be comparatively easy for the roads are being improved constantly with

by the state department as a tuition school and also accredited by all the colleges of the state of Michigan. The University's recognition we hope to obtain within a year or two at the latest. No family looking for good educational facilities for their children need hesitate about the schools when considering Trout Creek. The school problem has been solved satisfactorily except that in the very near future more room will be needed as the country fills up with enterprising farmers. The school has made a name for itself in several ways. Nearly every one visiting us remarks on the beauty of our school. Others praise our system. Others have had their attention called to our school through the medium of athletics. We were represented at both the College of Mines, and Northern State Normal Basketball tournaments. Two of our boys were chosen as members of the all star tour-

Continued on Page 57

If you want a *SAFE, ACCOMMODATING* bank, we think we can qualify and will be glad to see you.

The FIRST NATIONAL BANK of Escanaba, Mich.

Oldest, Largest and Strongest Bank in Delta County

Resources Over Two Million Dollars

What the I. Stephenson Company Trustees

WELLS, MICHIGAN

Offer to Homeseekers on the Sunny Side of Clover-Land, the Upper Peninsula of Michigan

Choice of 400,000 acres of land at prices ranging from \$10 to \$25 an acre for cut-over land.

A climate the same as upper New York, northern South Dakota and central Minnesota—this district is 600 miles south of the much advertised wheat belt of Canada.

A variety of soils fit for all crops grown in the north temperate zone.

Good roads, good schools, good water and climate.

Home markets that now are forced to depend on outside communities for much of their food.

Railroad service that brings 10,000,000 people within a night's ride for farm products, and the equal of that afforded the farmers of Indiana, Illinois and Iowa.

**Fruit, Dairying and
Live Stock, Truck
Gardening, Grains,
Root Crops**

An unsurpassed fruit country, protected by 1,000 miles of shore line along Lakes Michigan and Superior — a practical insurance against frost damage. A choice of five lines of farming.

SHEEP

IF YOU are in the market for sheep or lambs for grazing, feeding or breeding purposes, let us know your wants and we will be glad to give you all the desired information concerning the class to handle for best practical results, their market cost, and to fill your order.

CLAY, ROBINSON & CO.
UNION STOCK YARDS CHICAGO, ILL.
and 10 Other Points

Banks and Bankers of Clover-Land

WE OFFER special terms on accounts from Michigan banks and invite correspondence from our Clover-Land friends. Should any of your customers visit Jackson, or move here, we shall be glad to have you give them a letter to us. We shall extend a hearty welcome to them while in our city.

UNION BANK

MEMBER FEDERAL
RESERVE SYSTEM

Jackson, Mich.

When You Have Read CLOVER-LAND Send It to a Soldier in France

The Sunny Side of Clover-Land

[Continued from Page 16]

Clover grows in its wild state on the cut-over lands, in the wood lots, pastures and meadows, and in fact, everywhere that the soil is reasonably well drained. This condition points unerringly to the soil that will produce an abundant yield of other crops.

There is a population of ten million people within a radius of 300 miles, and we are within ten hours' ride of all these people. Is there any place, in the West or South, that is so well placed as to its natural markets?

Large copper and iron mining districts in the Upper Peninsula are calling for supplies. Only a few hours further away are some of the largest cities of the United States, with their constant and enormous demand for food and the manufactured necessities and luxuries of life.

Crops and merchandise can be as easily and cheaply marketed from this district as from any of the middle states. Our nearness to the center of population of the United States assures us low freight rates, always.

The bugbear of a far-off market and the consequent danger of his profits disappearing somewhere between his farm and his customer, never bothers the farmer on this Sunny Side of Clover-Land.

The demand is right at hand, the cash is ready, the roads are excellent, and the distances are short.

No Taxes for Five Years.

In August, 1913, there went into effect, in Michigan, a law exempting from taxation settlers on cut-over or wild lands for five years from the time of their settlement. To the man of limited means, who takes such land, this means much. The expense of clearing the land of stumps is offset to some extent in this way, and it is a great help to one who is getting started.

Low prices have been fixed for the land, and a reasonable payment down will secure acres that in a few years will provide a comfortable bank account. In addition to this there are schools for the children, churches for the whole family, good roads, good markets and good neighbors. Practically all of the improvements and advantages found in the well-settled regions also are at hand, with a few others added for good measure. Rural free delivery is being extended as rapidly as the settlers come in. There are telephones and water power. On many farms enough power may be developed to do much of the work about the farm.

To the man who practices diversified farming, the Sunny Side of Clover-Land holds out great promise. This is the natural home of rye, barley, oats, peas, buckwheat, sugar beets and potatoes, in addition to all varieties of grasses. And the yields

are such as to assure contentment. Farmers thresh from 75 to 90 bushels of oats to the acre; 15 to 25 bushels of rye; 10 to 20 bushels of peas; and gather from 12 to 20 tons of sugar beets and 200 to 400 bushels of potatoes from an acre.

In addition to the near-by markets there is another "quick asset" to the farmer seeking to establish himself on the lands now offered by the I. Stephenson Company Trustees. That lies in the fact that the Upper Peninsula is an ideal dairy country. Even before the stumps have been cleared from the land, the man with a few cows has a good start on the road to independence. The rich natural grasses offer succulent pasture to the milch cow, and the many creameries and nearby towns and villages pay good prices for both milk and butter fat.

Contented cows make contented farm homes, and the long days in summer, with the cool nights, breed contentment that brings its return in rich milk. Practically all of the

streams are spring-fed and there are many springs scattered through the thousands of acres of land now awaiting settlement. So that the man who wants to apply himself to dairying not only as a means of tiding over the time until his land is cleared, but also as a permanent vocation, here finds every condition necessary to good dairy farming supplied by Nature.

The milk products of this district can be placed upon the cars at 8:00 p. m. and be in Chicago, Milwaukee, St. Paul, Minneapolis and Duluth at the same hour the next morning as the products of farms only forty or fifty miles from these centers. And they arrive in just as perfect condition as do those of the closer farms.

Plenty of Pasture.

The pastures afford excellent feed from May 1st to November. The period of winter-feeding from silos is no longer than on the farms about Chicago. The fall pastures usually run from four to six weeks later than do those of the more southern farms,

because of the absence of the killing droughts of August and September. Surrounded practically by the Great Lakes, and with many small lakes scattered through the Upper Peninsula, the rainfall is so distributed as to come at just the time it is most needed. The winter snows also keep the ground from deep freezing, thus preventing the killing of the roots of the grasses, so that spring pastures begin early.

The same reason for dairying success may be applied also to stock raising. On account of the superior nutrition of the feed, the hardiness produced by the climate and the ample supply of pure water, a better grade of beef, pork and mutton is produced and prices are higher in proportion.

Sheep are being raised here, now in great numbers and they give the farmer very great help in clearing up the land of brush, etc. A fine quality of wool and heavier fleece are produced and it brings several cents per pound in the market more than western wool. There are no violent changes of temperature such as sheep are exposed to on the western plains, and a bountiful supply of succulent feed is found here winter and summer. Foot rot, scab and other sheep diseases are unheard of here.

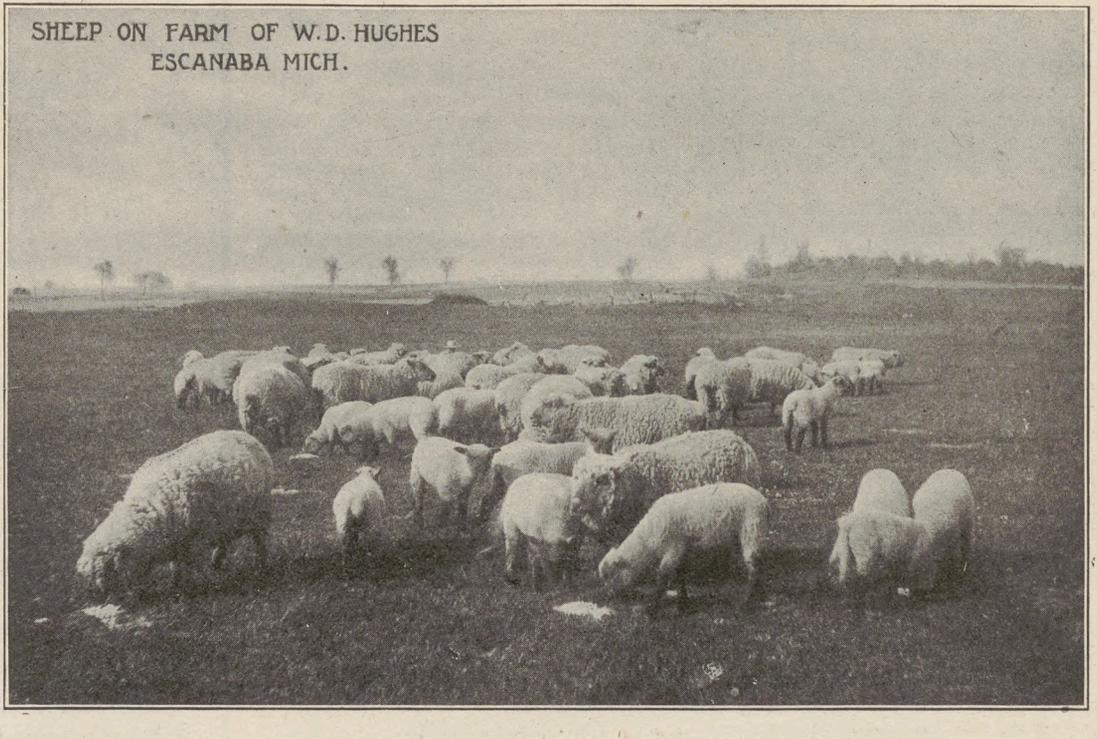
Churches and Schools.

To every man of a family the question of schools is one of the first to be considered. The Upper Peninsula offers schooling of a very high standard. Country schools of modern type are well distributed over the whole districts and more are being built as fast as the increase in population demands. Then in the smaller towns and cities are fine graded and high schools, teachers' training schools, agricultural schools, normal schools—all these leading up to the State University, State Agricultural College and School of Mines.

The County Agricultural Schools are the first of their kind in the state of Michigan. Their successful operation does the greatest service to the farmers of the Upper Peninsula and the entire state. They assist the farmers in solving many perplexing problems and disseminate agricultural knowledge. These schools educate the boy and girl countryward instead of cityward. They create interest and inspire dignity to the farmers' calling.

Churches have been built by the various denominations and it is not difficult for a man to locate near a house of worship of his own faith. In the newer districts colonies of friends, believers in the same faith, are settling and building their own church.

There are about 150 Granges of the



SHEEP ON FARM OF W.D. HUGHES
ESCANABA MICH.



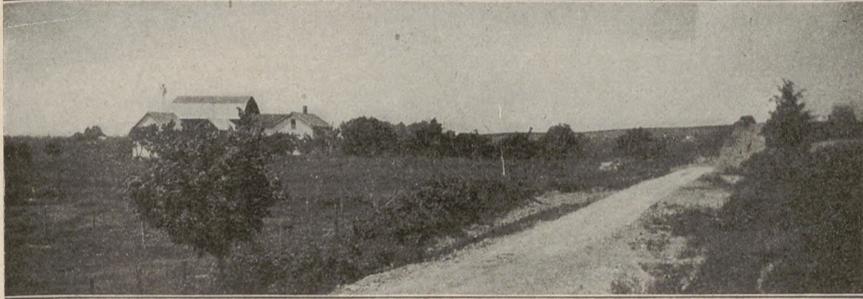
A Clover-Land harvesting scene that spells prosperity

Patrons of Husbandry now organized in the several counties of the Upper Peninsula, and this old, well established and effective farmers' order is especially strong in the counties of Delta, Menominee, Dickinson and Marquette.

The State of Michigan maintains an experiment farm at Chatham. This farm is performing a great work in the development of the Upper Peninsula.

Secretary of Agriculture, the Hon. James Wilson, said in part in a letter written July 26, 1911:

"I enjoyed myself greatly in Northern Michigan on my recent visit there. I was greatly surprised with the fertility of the soil. It should become a great dairy country and it should become a fruit country. It will grow the crops necessary for dairying and stock breeding."



The fine roads of Clover-Land add to the prosperity of all farmers and to the value of the large acreage of cut-over lands.

Where Grazing is a Certainty

SHEEP OR CATTLE.. 10,000 Acres Now in Operation. Several more desirable tracts in CLOVER-LAND. Write

ANDREW BJORKMAN
IRON MOUNTAIN, MICHIGAN

Wanted - Sheep

I will put my 1,000 acres of cut-over Clover-Land against YOUR sheep to graze it and split profits fairly. Land exceptionally well located, cornering on Lake Huron, 12 miles north of St. Ignace, Mackinac County; split by Dixie Highway. Has both banks of La Carp River distance of about two miles actual shore measurement. No overflow. River empties into lake at corner of land. Private dock space on Lake Huron in protected river mouth. Small water power site. Cedar enough for posts to fence and cross fence tract, which is all in compact body. First class grazing land, but needs opening up some for good pasture. Ten acres cleared. No buildings. Several springs. Timber for fuel. Five-year contract to man who will get sheep and cattle on the land quick and fence it. Mackinac Island and the Che-neaux Islands, big summer resorts, within 12 miles. River stocked with speckled trout. Lots of game and game fish. One of the most ideally located stock farming locations in Clover-Land. Ready NOW. I have no money to advance, but the land will feed sheep and cattle with reasonable care first class. Land is not now for sale. Address,

JOHN W. SWIFT

2625 Cottage Grove Avenue, Des Moines, Iowa

The 44th annual meeting of the Michigan Pioneer and Historical society will be held jointly with the postponed Bay City meeting in the senate chamber at Lansing. The program will consist largely of patriotic addresses and music. The three evening addresses will be given by Prof. R. Clyde Ford of the state normal college, ex-Governors Woodbridge N.

Ferris and Chase S. Osborn. Harold Jarvis of Detroit will sing.

In answer to an appeal from their county food administrator, the farmers of Eaton county hauled five thousand bushels of wheat they had stored in their granaries, to the elevators in one week. Other counties are following the idea and the result will be far reaching.

On your tour through Clover-Land

do not fail to include the town of

Engadine

—easily reached by either rail or auto. We are located in the west end of Mackinac County, on the Minneapolis, St. Paul & Sault Ste. Marie Railroad, surrounded by some of the best farm lands in the peninsula with all the advantages of other sections, and without some of their disadvantages Lake Michigan but three miles distant, assists materially in the even distribution of rainfall, gives assurance of abundant grass and hay; with heavy snow fall in winter consequently no killing of roots or grasses. Best of shipping facilities, two miles of side tracks for loading purposes, being but 12 1-2 hours from either St. Paul or Chicago. Fertile well watered land, modern homes, good schools, churches, etc., with good roads thru the entire country.



Ideal range and conditions for dairying, cattle or sheep. Several thousand acres cut-over land available, self-seeded with clover, timothy and blue grass.

A live town in a live community. Come visit us, we will be glad to show up what we have.

How Farmers and Householders Can Help the American Government *and Help Themselves*

If you can use more stock on your farm and cultivate more ground avail yourself of the opportunity.

Every man should raise his own food this year if he never did it before.

Raise more sheep and hogs and be a patriot. The army needs clothing as well as food.

DO EVERYTHING POSSIBLE NOW and help prevent labor shortage at harvest time.

GROW A GOOD GARDEN—LIVE AT HOME.
MAKE UPPER PENINSULA FEED HERSELF.

"LET'S GO OVER THE TOP"

Marquette County Savings Bank MARQUETTE, MICHIGAN

Send for Booklet, "Banking By Mail"

Buy
Thrift
Stamps



Buy War
Savings
Certificates

WESTERN EXPERT TESTIMONY FROM WELL KNOWN MEN

Rapid City, South Dakota,
May 13, 1918.

George W. Rowell, Jr.,
Marquette, Michigan.

Dear Mr. Rowell:

The trip we made to Clover-Land for the purpose of obtaining, if possible, a sheep ranch for grazing large numbers of sheep such as we have been doing in the west, was both a delightful and profitable trip, because we obtained exactly what we had been hoping to procure.

Everybody seemed glad that we were coming to the country and were going to bring in sheep.

Everybody connected with the Development Bureau and everybody outside of the bureau, with whom we came in contact seemed to be imbued with the spirit of welcome.

All the tracts of land which I inspected are suitable for grazing sheep, in fact I was so greatly impressed with the country that I am selling out all my belongings here and moving to Northern Michigan about the first of June, as you know.

I expect by this time next year to have 40,000 or 50,000 head of sheep on our tracts of land in Clover-Land.

As to the winters, they can be no worse than the winter which we have just experienced here in South Dakota, in fact, the temperature this year in Northern Michigan was not as low as that experienced by us in South Dakota by twenty degrees.

With proper care and handling I believe it possible to lamb out 100% or better from young ewes in Clover-Land. Lambs born in May will weigh from 70 to 80 pounds by the first of November.

Again thanking you for all the kindness and trouble taken in our behalf while we were there, I am,

Yours very truly,
FRANCIS R. K. HEWLETT,

Tucson, Arizona,
April 30, 1918.

Mr. Geo. W. Rowell, Jr., Secretary,
Marquette, Michigan.

My dear Mr. Rowell:

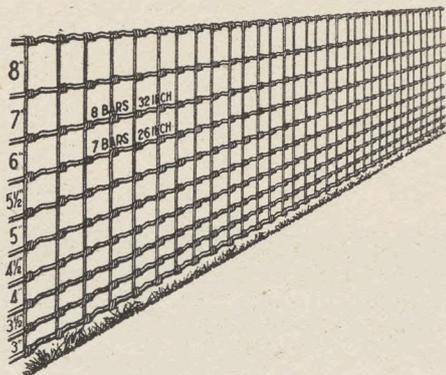
I am just in receipt of your letter of the 24th. Sorry I did not get to see you while I was in the Peninsula, but am glad to hear from you anyway. Your associates certainly showed myself and party every consideration and opportunity to see everything in Clover-Land. We covered nine of your counties and found everything you had advertised very much better than represented from a cow man's standpoint.

Mr. W. B. MacBeath, one of our most prominent cattle raisers of Tucson, and Mr. W. E. Thwaites, a cattle man from Silver City, New Mexico, were with me and they thought so well of the country as a grazing proposition, that they came home and immediately arranged to make considerable shipments of cattle to a point near Ralph at once. Mr. MacBeath will ship 18 cars of mixed cattle from here in May and Mr. Thwaites will load out of Silver City one train of steers for the same place in May, while myself and associate will ship one or two train loads very soon.

We are considered, in this country, expert range cattlemen, and know what good feed is. The fact that after a thorough investigation, we are going to back our judgment with cattle and money, shows you what we think of your country. We consider your climate and feed sufficiently good also to winter cattle there profitably. I hope I will have the pleasure of meeting you on my next trip.

Yours very truly,
FRANK M. KING, (signed)
P. O. Box 1478,
Tucson, Arizona.

WIRE FENCING AND ROOFING

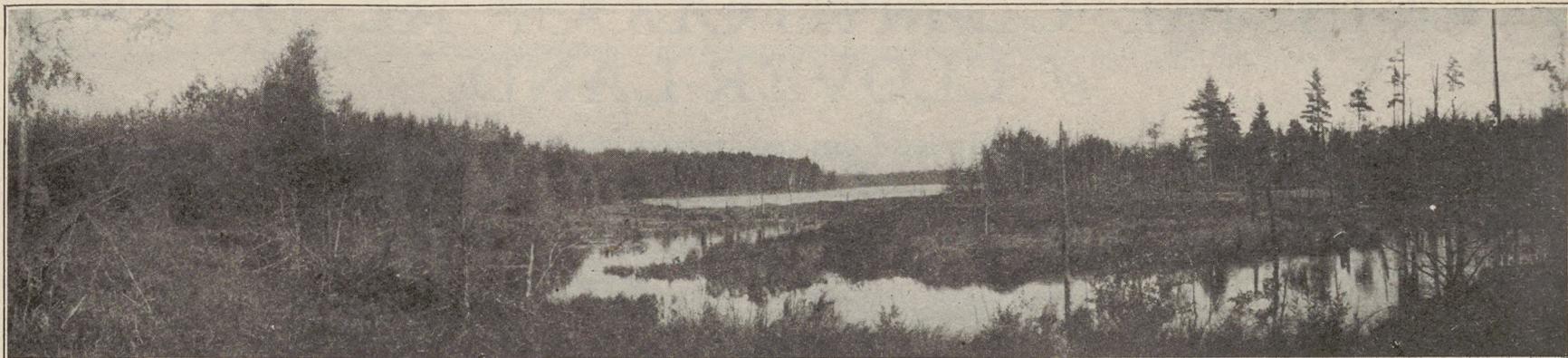


CLOVER-LAND'S greatest Wholesale Hardware House offers you its services and purchasing power to help you secure the most reasonable price and the quickest delivery on your requirements for

Sheep and Cattle Fencing,
"Certainteed" and "Pioneer" Roofings,
Hardware Fixtures for Stock Sheds
and Ranch Houses

EVERYTHING you need in the hardware line can be secured from our Menominee warehouse—right here—the front door to Clover-Land. Come and see us—if you can't come, write or telephone. We want to hear from you—better still, we want to meet you face to face and talk it over and show you the greatest stock between Chicago and Duluth—right here in good old Clover-Land in the U. S. A.

Northern Hardware and Supply Company
Menominee, Michigan



Some of the Baldwin Lands in Clover-Land

Cattle and Sheep Men,

Somewhere in America.

Gentlemen:

"OKEH W. W." is President Wilson's stamp of approval upon the documents submitted to him.

"Okeh" is taken from the Choctaw language meaning "it is so," an article pronoun having a distinctive final use - all right, correct, - used as an endorsement of a bill.

We wish to put our "Okeh" upon the work of the Upper Peninsula Development Bureau in its campaign to offer the sheep and cattle men of the West the immediate solution of their pressing grazing problems and the clover fields, now unused, of the Upper Peninsula of Michigan. We know they have correctly stated the facts and outlined plans to prove their assertions. Therefore we have decided to offer all of our holdings in Clover-Land upon the free lease plan, as we wish to deal directly with the man who will come to Clover-Land with his flocks and herds.

We therefore solicit correspondence from the men who wish to come, and ask you to fill out the coupon below for our application form.

Yours very truly,
BALDWIN CORPORATION

(PLEASE FILL OUT AND MAIL US THIS INFORMATION COUPON)

BALDWIN CORPORATION, Appleton, Wisconsin.

What have you to offer in free lease out-over grazing lands in Clover-Land?
This is an application for information only.

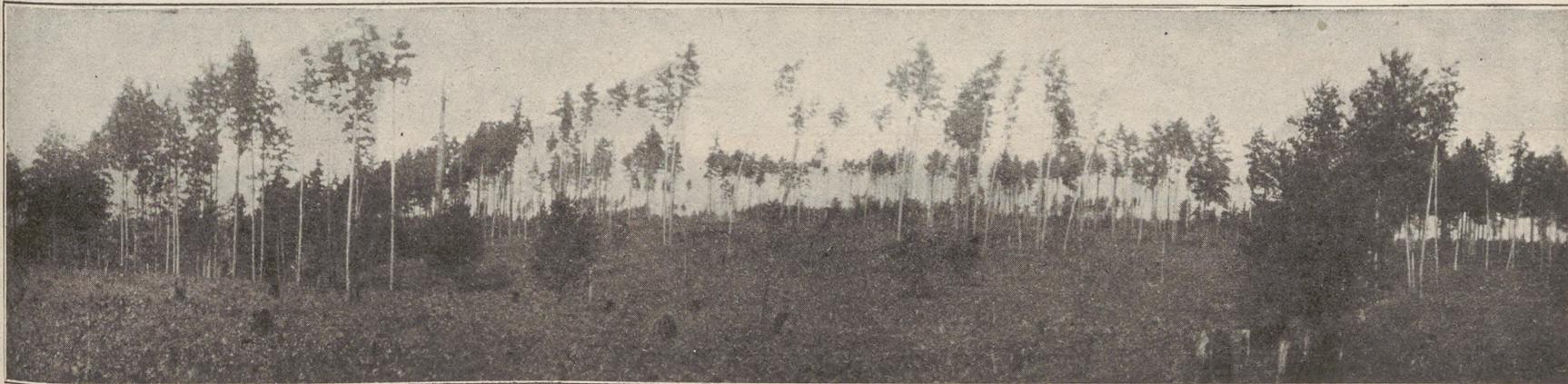
I am now ranching.....acres.

My live stock consists of about.....sheep;cattle.
Send me further information about your free lease lands in Clover-Land.

Name

P. O. Address

State



Some of the Baldwin Lands in Clover-Land

OFFICIAL CLIMATOLOGICAL DATA of CLOVER-LAND

for the ten-year period, 1907-1916, compiled from records of local offices, United States Weather Bureau

CLOVERLAND												
	Escanaba, Michigan		Lander, Wyoming		Helena, Montana		Salt Lake City, Utah		Roswell, New Mexico		Boise, Idaho	
Latest Average Killing Frost in Spring.....	May 9		May 16		May 2		April 22		April 8		April 21	
Latest Killing Frost in 10 Years.....	May 27		May 28		June 3		May 11		May 2		May 12	
Earliest Average Killing Frost in Fall.....	October 6		September 15		September 27		October 22		October 28		October 15	
Earliest Killing Frost in 10 Years.....	September 23		August 25		September 12		September 25		October 17		September 24	
Average Annual Growing Season (in Days)	149		121		145		182		203		178	
Shortest Growing Season in 10 Years.....	134		95		83		140		161		146	
Variation from Average (in Days).....	15		26		62		42		42		32	
	Temper- ature	Rainfall	Temper- ature	Rainfall	Temper- ature	Rainfall	Temper- ature	Rainfall	Temper- ature	Rainfall	Temper- ature	Rainfall
January	16	1.42	19	.61	18	.91	29	1.46	41	.23	31	1.81
February	15	1.57	22	1.01	24	.65	34	1.66	44	.52	36	1.56
March	25	1.88	33	1.16	34	.55	42	2.23	50	.46	44	1.08
April	37	2.63	44	1.81	44	1.02	50	1.61	59	1.38	50	1.19
May	49	2.68	50	1.94	50	2.61	57	1.90	66	1.02	56	1.51
June	60	2.71	60	1.03	54	3.49	67	1.31	74	1.23	64	1.44
July	66	3.77	67	.59	66	1.31	75	.56	80	1.55	72	.62
August	64	3.31	65	.62	65	.84	74	.72	76	2.59	71	.10
September	57	3.01	55	1.31	54	1.61	64	1.10	69	1.28	62	.45
October	46	2.09	44	1.54	44	1.33	52	1.80	58	1.25	52	1.30
November	35	2.49	32	.50	34	.49	41	1.21	47	.51	41	1.61
December	23	1.57	16	.97	23	.44	32	1.29	38	.62	30	1.42
Total Inches	29.1		13.1		15.2		16.8		12.6		14.1	
Least Rainfall in any June, July or August, in 10 Years.....	August, 1908 1.06		August, 1913 .10		July, 1914 .21		August, 1915 Trace		June, 1915 .14		August, 1914 Trace	

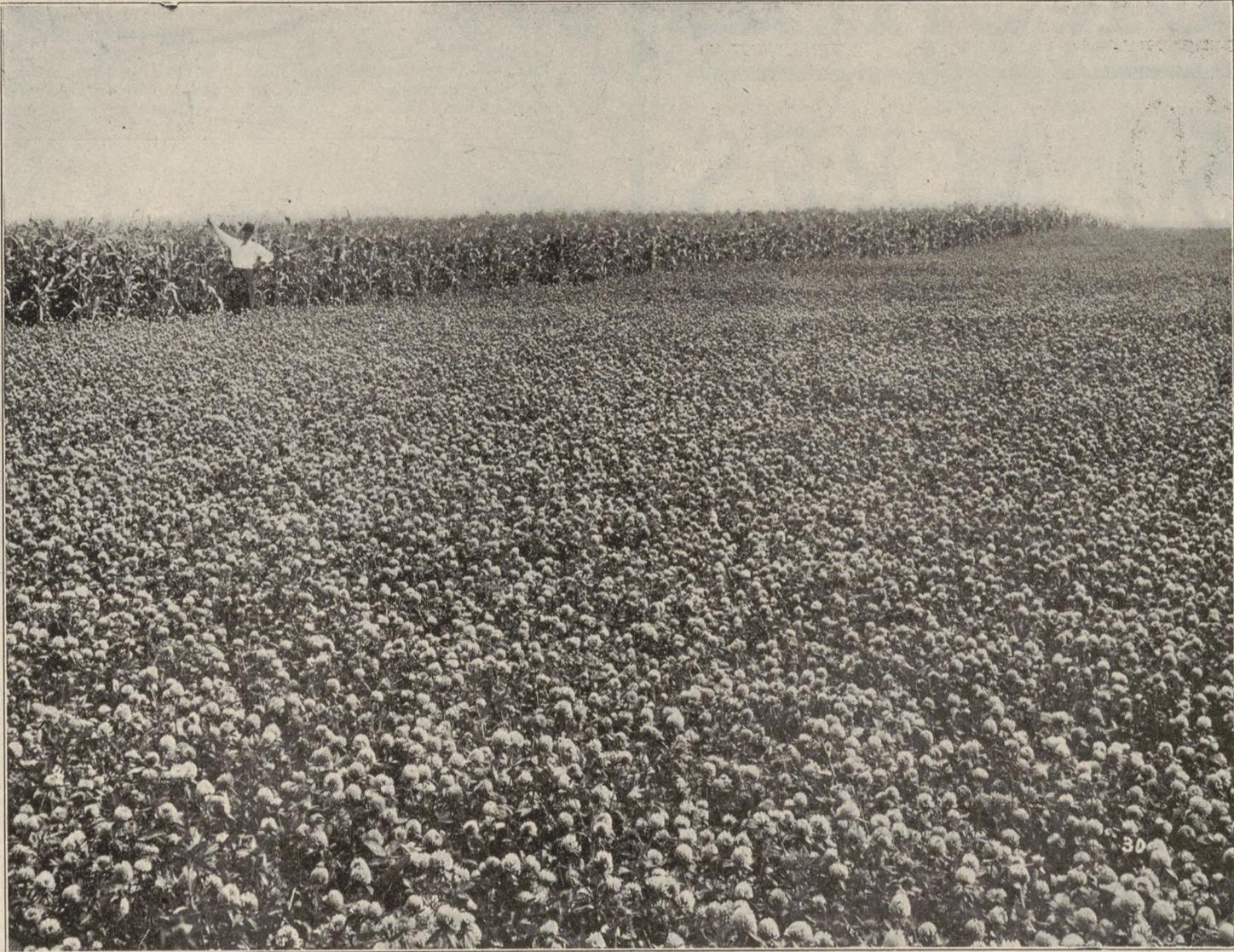
To Prove Your Faith—See It Yourself



60,000 Acres most fertile land in the Upper Peninsula
in the Heart of Clover-Land, Menominee County

Plenty of Water. Land easily cleared.

S. CRAWFORD & SONS, Cedar River, Mich.



Choice Cut-Over Hardwood Lands

Especially adapted to grazing and general farming, located on Trunk Line Railways twelve hours from Chicago markets. For Sale, in small or large lots, at reasonable prices, terms to suit purchasers. For particulars write

The Northwestern Cooperage & Lumber Co.

GLADSTONE, MICHIGAN

FOR SALE

450 ACRES

Good Farming Land at Rock River, Mich., in Alger County

on Duluth, South Shore & Atlantic Railway

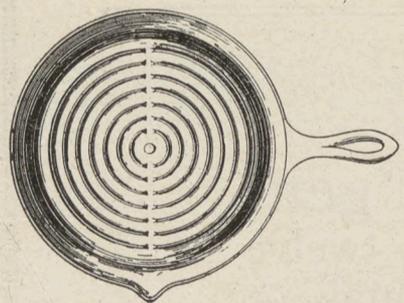
Address all inquiries to

PETER WHITE LAND CO., LTD.
 OPERA HOUSE BLOCK MARQUETTE, MICH.

"The Frying Pan Must Go"

—says MISS LILLIAN TINGLE of the Household Department of the University of Oregon. She wants it banished, as an ingenious reader might guess, because she thinks it doesn't jibe with food conservation.

READ EVERY WORD



OF THIS AD.

I have invented (patent pending) a Broiler that requires less attention than a Frying Pan, needs no grease, saves all the juices and fats from the meat, and is in every way superior to the old-fashioned frying pan. Can be used over wood, coal, coke or gas. Price \$2.00.

Money refunded after three months' trial if you can spare the utensil by returning it. Mail money order, draft or check to

P. M. Church
 SAULT STE. MARIE, MICH.

FOR SALE

CLOVERLAND "Sheep Range"—6,000 acres cut-over land. These are high rolling lands, especially adapted to sheep grazing. They are located in the center of a thickly settled farming community, close to railroad, in Chippewa County, the greatest hay and clover producing county in Michigan.

Situated in Towns 44 and 45, North of Range 1 West.

PENINSULA BARK & LUMBER CO.
 Sault Ste. Marie, Michigan

Clover-Land's Greatest Mercantile Establishment

TWENTY-EIGHT years of square dealing with the public has made the Lauerman Brothers Company the leading mercantile institution of all of Clover-Land.

Not only has the largest retail business in the entire northwest been built up, but the jobbing and mail order departments have kept pace with

that what helps any part of their large territory must in necessity help every merchant and every business house. In these days of the almost exclusive use of railroad freight facilities for government purposes and the higher tariff of freight rates now in force, newcomers to Clover-Land will find it an economy not to try to move all of their



Lauerman Brothers Company's Retail Store, Marinette, Wis.

the growing needs of this prosperous field, and made the Lauerman Brothers Company into a Clover-Land institution.

No great store east or west receives more direct supervision from its owners than does this one, and no store gives its customers that close personal service to a more generous extent.

Newcomers to Clover-Land will find a genuine welcome from the Lauerman brothers which is not limited in any way to business relations, for this great institution's leaders understand

household effects, but to sell them where they are and purchase new equipment for their new location. To all such, the great stock of the Lauerman Brothers Company offers an opportunity to buy as cheaply as purchases can be made anywhere in the country with an unlimited supply to draw from and with the advantages of prompt and intimate service given by an institution which takes pride in the development of Clover-Land and is earnestly working with the Upper Pen-

Continued on Page 56

To Clover-Land's New Sons:

WE OFFER no apologies for Clover-Land—she needs none.

WE WELCOME you and congratulate you and ourselves upon the discovery you have made.

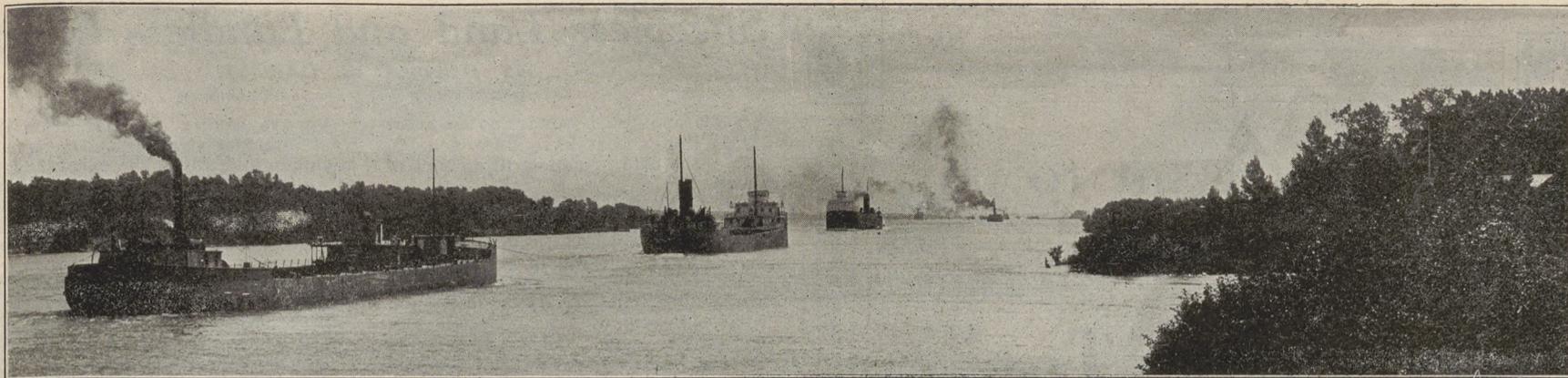
WE WANT your friends to write us about Clover-Land and get facts.

WE ARE a strong "Clover-Land" State Bank for Clover-Land people.

WE SPECIALIZE in service; command us.

Commercial Bank of Menominee

Howard E. Nadeau, Cashier,
 Vice-Pres. of U. P. Development Bureau



The St. Mary's River is the greatest inland water-way in the world and furnishes to Sault Ste. Marie an unlimited local market for food products

CHIPPEWA COUNTY

The Granary of the Upper Peninsula of Michigan

1,000,000 ACRES of ARABLE LAND

Several Choice Sections of Grazing Lands Are Offered

to sheep and cattle men with the unusual opportunities of proximity to winter feed, unexcelled shipping facilities by both rail and water and an enormous local marine market.

Hay Exported, 1917 crop, value \$1,500,000

Grows Finest Root Vegetables in Michigan

Justly Famous Pea Growing Section

Clover Hay Yield 2½ to 3 tons per Acre

Chippewa County can produce the winter food for all the grazing animals that can be ranged in Northern Michigan.

Sault Ste. Marie the County Seat,

is the Metropolis of the Upper Peninsula, and an important industrial center. Good roads reach into every part of the county and two lines of railroads, supplemented by local boat lines place the rural resident within easy reach of every metropolitan advantage of

Good Schools, Pleasing Social Conditions, Good Labor Market, Three Strong Banks with a combined Capital of \$380,000.00.

We extend a hearty welcome to the sheep and cattle men and request a personal investigation of

CHIPPEWA COUNTY



Good roads throughout Chippewa County give easy access to transportation and to the city of Sault Ste. Marie

C
C

Do you want to put your business "Over the Top"?

Then advertise the modern way—the progressive way—the compelling way—by using motion pictures.

You can expand your business no matter what line you may be in, by MOVIE-ADS.

Write, right now,
We'll show you how!

Chippewa Film Co.

Clover-Land's Own Motion Picture Mfg. Company

Sault Ste. Marie, Mich.

C

Sheepless Land and Landless Sheep

BY HON. A. C. CARTON
Secretary Michigan Public Domain Commission

WE sometimes wonder at the great things that have been done in the arid or semi-arid district of the west.

The results obtained there are due to the fact that the people get the land in shape for men to go on it, work it and develop it, while in Michigan our plan has been just the opposite. In disposing of land the owner has taken what little money the individual had, and in this way made it impossible for him to go on the land. If you should employ me to cut down and saw into logs an acre of timber, and then take as security my axe and saw and lock them in your safe, you can imagine how long it would take me to comply with my contract; and still this is the very way the land settlement business has been handled in Michigan. The settler has been deprived of the tools, which represent his little savings, by taking as much as possible of them as a payment on the land.

What is true of the land settlement business is going to be true of the ranch proposition all over Michigan. It is going to be necessary for land owners to get these ranches in shape for the sheep, keeping in mind the necessity of water and a block of good land for the home ranch, where crops can be grown during the summer to carry the animals over the winter. Sheds will eventually have to be built, and other precautions taken in order to prevent loss during the winter. If you had a hundred ranches, of from 2,500 to 10,000 acres each, with buildings, water, a home ranch where feed could be produced for winter, you would have no trouble in putting men with sheep on everyone of them in a short time. This is what we will have to come to in Michigan and the sooner we realize it the better it is going to be for the individual and the state as a whole.

We are asking the men from the west and the southwest to come to Michigan and utilize the cutover lands of this state. We are getting men who understand the sheep business to come, but we must all remember that we are getting men who understand



Hon. A. C. Carton

the sheep business in the west and the southwest and not as it applies to Michigan. There are conditions, climatic and otherwise, that will have to be taken into consideration by the men from the west, just the same as there would be in the west if a man from Michigan should go out there and go into the sheep business. It is the duty of every man interested in the honest development of Michigan and the utilization of the cutover lands for grazing to be frank and open regarding Michigan conditions, so that the man from the west and the southwest will be thoroughly advised and make the necessary preparations in order that the business may be a success. In my humble opinion, the land will have to be fenced, and even cross-fenced, so that the flock may be moved from one pasture to another, thus allowing the flock master to examine his sheep as to number and physical condition. Again, if any disease should break out among the sheep it can be restricted to a large degree by putting the sheep so effected in a pasture by themselves, where they can receive the proper treatment. The ranches must be well watered, and there must be enough good agricultural land connected with each ranch to produce the winter feed and make it possible for the sheep owners to protect their flocks from the elements regardless of what the conditions may be.

If we proceed along the right lines we are going to make Michigan a great sheep and cattle state, and if we proceed along the wrong lines we are liable to give it a setback from which it will not recover for many years.

Give my kindest regards to President Harmon and all the other gentlemen who have done such good work in getting together Michigan's sheepless land and the landless sheep of the west, and say to them that every sheep and cow placed upon the green fields of Clover-Land means mutton and beef, clothing and shoes for our boys in the trenches and drives one more nail in the coffin of autocracy, and thus makes world-wide democracy more assured.

Very truly yours,
IMMIGRATION COMMISSIONER,
A. C. Carton (signed)
Commissioner.

FINANCIAL STATEMENT NORTHERN ASSURANCE COMPANY

DETROIT, MICHIGAN
CLARENCE L. AYRES, President
December 31st, 1917

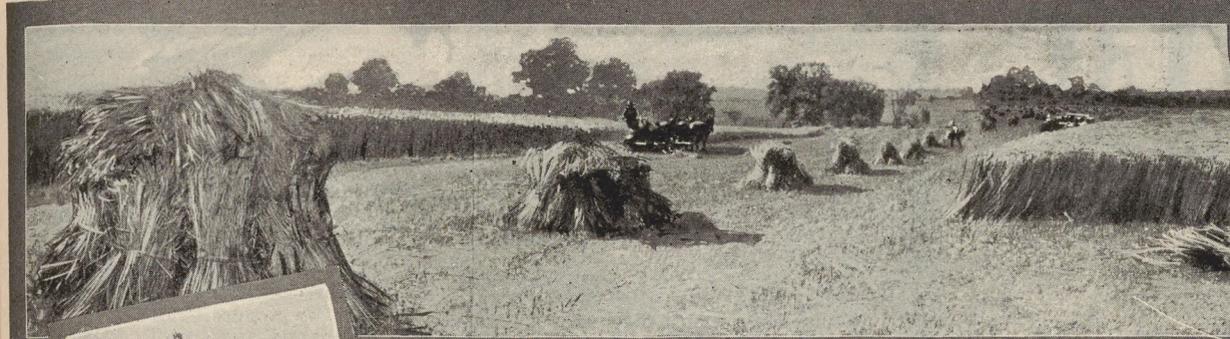
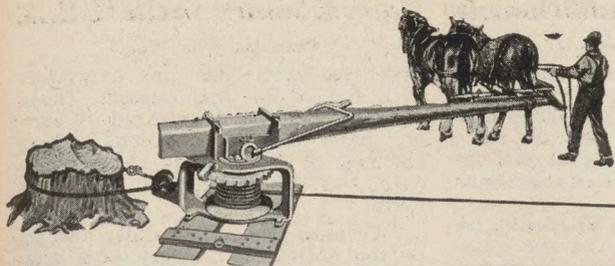
ASSETS

First Mortgage Securities (All on improved income bearing real estate).....	\$1,005,948.39
Premium Loans, net (fully secured by reserves on policies).....	18,640.15
Policy Loans on this Company's policies as collateral.....	157,377.60
Real Estate (includes Home Office Properties at actual cost).....	232,113.68
Cash in Banks.....	12,763.63
Interest due and accrued.....	28,437.70
Net amount of deferred and uncollected premiums (reserve charged in liabilities).....	19,271.29
Collateral Loan.....	2,000.00
U. S. Government Bonds.....	1,015.00
Agent's Balances.....	None
Furniture and Fixtures (All charged off).....	None
Non admitted assets.....	None
Net admitted assets.....	\$1,477,567.44

LIABILITIES

Reserve (Michigan Standard) including disability reserve.....	\$1,300,142.47
Less re-insurance reserve.....	23,216.63
Deferred annuities not yet due.....	22,957.41
Death Claims unpaid (proofs not received).....	2,000.00
Premiums paid in advance.....	2,240.32
Reserve for unpaid Agency expenses.....	1,428.11
Reserve for re-insurance premiums.....	1,119.57
Other special reserves set aside.....	22,776.78
All other Liabilities.....	3,987.23
Capital Stock.....	\$ 100,000.00
Net surplus.....	44,132.18
	\$1,477,567.44

High Class Salesman Desired. Address: F. D. Davis, Agency Manager, Escanaba, Mich



Send To-day For This Book

PULL THE STUMPS—
Raise Winter Feed for Clover-Land Sheep

CLOVER-LAND could easily produce an abundance of feed at a low cost to carry on an unlimited number of sheep through the winter—stumps are the only obstacle. Stumps can be pulled quickly, easily and cheaply by

Pulled by Kirstin Horse Power Machine at the Land Clearing Demonstration of the University of Wisconsin.

80 Stumps in 100 minutes. Record made by Kirstin Horse Power Puller under official test at the above mentioned demonstration.

This is the kind of stump the Kirstin Drum Type Puller gets. Those roots had a good grip in the soil, too.

Spectators were astounded at the speed with which the Kirstin One-Man Puller ripped out this big root at the Wisconsin Land Clearing Demonstration.

Guaranteed 3 Years

Kirstin Stump Puller
One Man and Horse Power

30 Days FREE Trial

Land can be cleared with these modern up-to-date machines so quickly and easily that Clover-Land's great sheep industry need not be held back an instant on account of land clearing.

There is a KIRSTIN machine for every land clearing job—from a few acres to a five thousand acre ranch. There are three types of KIRSTIN Pullers—One-Man Clutch Type, for ordinary clearing; One-Man Drum Type for heavy work, and Horse Power for all kinds of clearing.

Numerous tests on all kinds of stumps, in all kinds of soil, have proven the superiority of KIRSTIN Pullers time and again. That's why there are more KIRSTINS in use today than all other makes combined.

The U. S. Government ordered a carload of KIRSTIN Pullers by express to Camp Upton, N. Y., after a thorough test of all other methods, including dynamite.

We will gladly co-operate with any sheepmen in clearing the land for growing winter feed. The benefit of our years of experience in all stump covered sections of the world is at your command. Let us show you how to clear up your land quickly and at a low cost.

GET THIS BOOK FREE
The most complete book on land clearing published. Contains 85 pages of valuable facts and suggestions on how to clear land at lowest possible cost. Write for this book.



A. J. KIRSTIN COMPANY

Kirstin Bldg., Escanaba, Mich.
BRANCHES: Soo, Canada; Portland, Oregon.



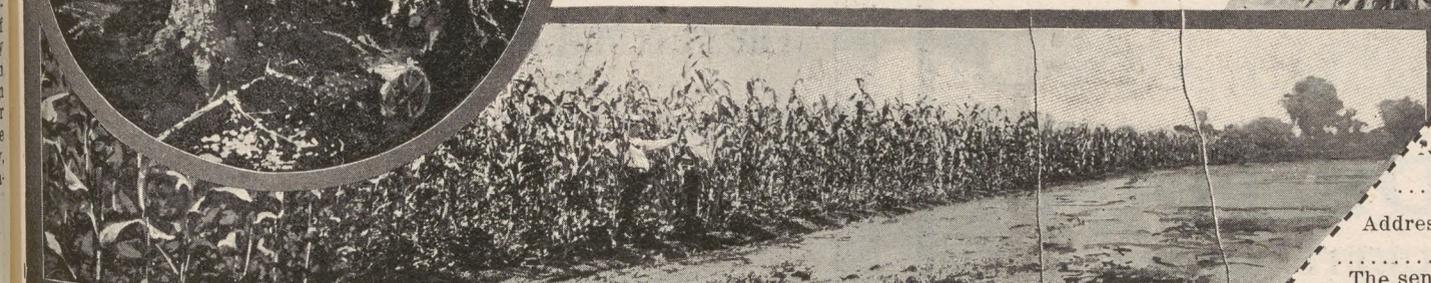
A. J. Kirstin Co.,
3950 Ludington St.,
Escanaba, Michigan.

Send me a free copy of your big book on land clearing—"The Gold In Your Stump Land."

Name.....

Address.....

The sending of this coupon does not obligate you in any way.



Consolidated Lumber Co.

MANISTIQUE, MICHIGAN

OWNER OF

160,000 Acres

Desirable Farm, Sheep and Dairy Lands, located in Schoolcraft County, Clover-Land

Wholesale Prices

on

Building Materials

for

Clover-Land Grazers

De Haas building materials are the best in the land. They are offered at cut rates to grazers.

N. G. DE HAAS

MARQUETTE, MICH.

Clover-Land's Greatest Mercantile Establishment

Continued from Page 52

insula Development Bureau and every other forward movement to extend a right royal welcome to the sheep and cattle men of the west who are turning so eagerly to the undeveloped opportunities in this empire of the north-west.

Located at Marinette, Wisconsin, on the Michigan state line at the gateway of Clover-Land, the Lauerman Brothers Company is in a peculiarly favorable condition to serve its patrons, and its generous co-operation with country merchants as well as its facilities for direct mail buyers have been directly instrumental in building up an annual business that runs into several million dollars and is annually growing in volume and number of customers because of its intimate policy of doing business along the lines of the Golden Rule.

The patrons of the Lauerman Brothers Company have long since learned that absolute confidence may be placed in every department of this concern and a cordial invitation is extended to newcomers to ascertain just how such a large and successful business has won its way from so modest a beginning twenty-eight years ago.

Catalogues and price lists, which will be sent upon request, tell their own story and offer convincing proof that it pays to trade in Clover-Land.

While renovating the Sherman House at the Soo the past week, Capt. Fennessy unearthed an old hotel register used by James Breen, the first proprietor of that hostelry, in 1889. It is an interesting souvenir of former days in the Soo.

The Standard Post & Tie Co. is moving its headquarters from Toledo to St. Ignace, the base of its operations. Secretary Frank Gibbs, formerly auditor of the Michigan Central railroad, will have charge of the office.

As a result of the protest by lumbermen and other business interests of the Upper Peninsula, a commission order has been issued transferring 2,700 empties for their use. Great improvement in the service is reported.

Draft boards all over the state are busily engaged preparing the order of the new registrants.

The Greatest Live Stock and Dairy Country in the U.S.A.

Continued from Page 5

ness you have had no experience with and do not understand. Thousands of acres can be cleared by burning under careful conditions. Large amounts of land should thus be prepared for the coming of sheep and cattle.

"We must reckon carefully and not be too optimistic. Every acre must produce annually 2,250 pounds of forage. Eight million sheep on sixteen million acres would be a splendid beginning.

"You have the greatest sheep and live stock country in the United States if not in the world. Figuring on a basis your cost per head per year at \$7 and your income at a minimum of \$8.80 you have an investment which speaks eloquently for itself, to say nothing of its side values to every foot of your country. The opportunity is yours. What are you going to do about it today?" (Loud and prolonged applause.)

The "Sheep and Victory" meeting at Escanaba June 12 and 13, promises to be one of the biggest events in the Upper Peninsula's history.

The Largest Wholesale Grocery and Produce Concern in Clover-Land is the

CARPENTER COOK CO.

MENOMINEE AND ISHPEMING, MICHIGAN

We believe in Clover-Land and the splendid work of the U. P. Development Bureau.

The Splendid Service and the Great

Harnessed Water Power

OF

The M. & M. LIGHT & TRACTION CO.

have made Menominee the Power City of Clover-Land, and Menominee County the best lighted county in the Northwest.

Trout Creek Is Full of Pep

Continued from Page 45

ment team at Houghton and one. Duncan Cameron, captain and forward of the local team, was chosen as the best all around player on the floor. He was given the position of forward on the all star team and Wayne Gingrich, local center, was chosen as center on the same aggregation. We were defeated but twice in fourteen games played, once by Ishpeming High School at Houghton, by the score of nine to six and again by Sault Ste. Marie High school at Marquette by the score of eighteen to sixteen. We scored five hundred forty points to our opponents one hundred fifty four for the season. We have hopes of duplicating our success in seasons to come.

To the sportsman we can offer many attractions. For the hunter we have deer, partridge, rabbits, wolves, bear, foxes, and many other smaller fur bearing animals. Not only do we offer fine hunting in the fall but in the winter and spring there is plenty of trapping and one can experience an extra thrill by unexpectedly meeting a big bear or a wolf during his wanderings about the great forests. To the fisherman, we offer the rainbow and brook trout. Many sportsmen consider these the best of fresh water fish. The innumerable lakes and creeks offer splendid hiding places for the timid fish and there is added test to be able to catch such fish in such places. The lakes offer splendid places for pickerel and bass and perch and in time these will be added to the list for the fisherman. Let me illustrate a day's sport experienced by one of our citizens last summer. He went to a little lake where he knew there were trout. As he approached the lake in the early morning he heard a splash and by being very quiet was able to find Mr. Beaver at work. Deer were idly feeding here and there, and porcupines were eagerly digging up

the roots that lay on the shore of the lake. The fisherman climbed on the raft and pushed off, making as little noise as possible so that he would not disturb nature at work about him. After about an hour of fishing he heard a splash at the outlet of the lake. Looking up he saw a fawn wading in the shallow water. Soon the fawn began swimming across the lake but soon turned back to shore where he disappeared in the bushes in a few minutes. About three minutes later a beautiful big timber wolf, apparently in pursuit of the fawn, appeared on the peaceful scene and after a brief survey he too disappeared, taking the same direction as that taken by the fawn. The fisherman went back to his fishing but soon concluded that he had had a day and went home taking with him a fine catch of twenty-five trout. These are the kind of days that appeal to the real lover of the great out of doors.

One can get in very close touch with nature and to nature loving people we offer a great variety. We have hills and valleys, brooks and rivers, lakes and ponds and all the topography is of glacial origin. The brooks and smaller streams are all fed by springs so that the water is never stagnant and disease germs do not get a chance to multiply. The air is comparatively dry so that we never have any of those close, depressive, sultry days and never do we have to pass a sleepless night on account of the excessive heat. Does that sound good to you?

To those who read we extend an invitation to visit our little town and find out for yourselves, and experience for yourselves some of the attractions peculiar to Trout Creek. We are growing and we expect to grow more and more as wide awake farmers continue to buy and settle our township. Won't you be one?

Col. Robert J. Bates is in command of the largest air service camp in France.

THE BANKS OF CLOVER-LAND

realizing the potential value of the now unused acres of cut-over land, will gladly do everything in their power to help bring together successfully the landless sheep and the sheepless land.

This bank cordially invites western sheep and cattle men to write for any information we can furnish.

FIRST NATIONAL BANK

Menominee, Michigan

RESOURCES OVER \$1,600,000

G. A. Blesch, President

C. W. Gram, Cashier

Plenty of work at good wages.
We want underground loaders.
Minimum of \$4.00 a day for 8 hours work.

CALUMET & HECLA MINING COMPANY
CALUMET, MICHIGAN

The Most Useful Man in Michigan

BY ROGER M. ANDREWS

PRESIDENT WILSON has well said that, in the present great American emergency, "politics is adjourned."

The only politics which the Clover-Land Magazine knows at any time is what it conceives to be the welfare of the state of Michigan in general and the Upper Peninsula, our Clover-Land, in particular.

Today in Michigan, efficiency in public office is more than ever demanded by the loyal citizens who are investing their time and money cheerfully and freely in every enterprise in which the state of Michigan engages in helping the federal government to win the war. This means efficiency not only in these strictly war enterprises of the state, but it means efficiency in the routine business of the commonwealth into which business ev-

ery year go millions of dollars of money which Michigan taxpayers provide for this purpose.

Who will be bold enough to deny, having any knowledge of the real facts, that the most useful man in Michigan today from the general utility and general protection standpoint of the taxpayer, is Oramel B. Fuller, auditor general of Michigan. That he happens to be a Clover-Land product is not material now, although it is a matter of pride to thousands of his friends; that he was originally elected as a Republican has no bearing upon the case whatever, except for the natural pride which the members of the party take in the eight years of faithful and intelligent service which he has given to all the people of all parts of Michigan.

The law says that it is the duty of the auditor general to keep the state accounts, examine the state treasurer's records and countersign his receipts, to audit and file the accounts of state institutions, to apportion state taxes, to handle the preparations for the sale of land delinquent for taxes, to supervise the system of accounting in several departments of the state government and state institutions and, in short, to act as final and confidential guardian of the interests of the people in the most intimate and vital department of the state government.

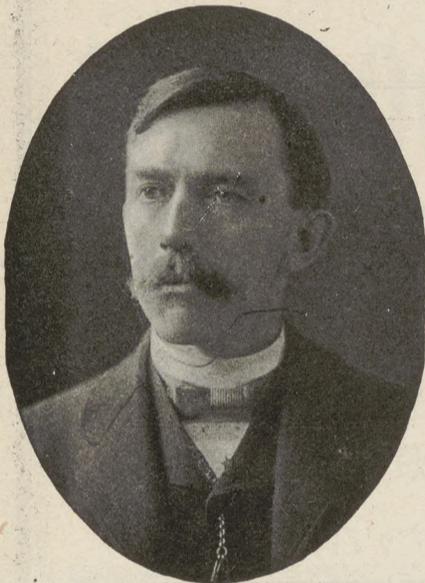
Oramel B. Fuller combines a rigid honesty with the most complete ability with which his office has ever been filled in the history of Michigan. When he was elected eight years ago he also "adjourned politics" and he has saved hundreds of thousands of dollars for the taxpayers by the genuine and unselfish service which he has given to their affairs.

Acting as upright and impartial trustee for the people of this state in their financial affairs, and seeing to it that they get a dollar's worth of serv-

ice or of value for every dollar expended. Mr. Fuller has shown those qualities which in the business world would bring him high salary and position. Just as long as he is willing, from a high sense of patriotism, to remain as the servant of the state in the auditor general's office, he should be given the unanimous support and confidence and encouragement of men of all parties.

This tribute to Mr. Fuller's character and ability will find an echo in

every corner of Michigan, because it is the truth, the whole truth and nothing but the truth. Men of his character should be removed from the petty struggles of politics and be given the gratitude and appreciation which is due a public servant who faithfully and unselfishly regards himself as the servant and not the master of the people and by whom public office is regarded not as political preferment but as a public trust.



Hon. O. B. Fuller

We Own 40,000 Acres of Land

in three of the best agricultural counties in Clover-Land—

Iron County, Dickinson County, Marquette County

We will be glad to meet visiting western sheep and cattle men, or to supply any information we can by letter.

MENOMINEE LAND & IRON CO.
MENOMINEE, MICHIGAN

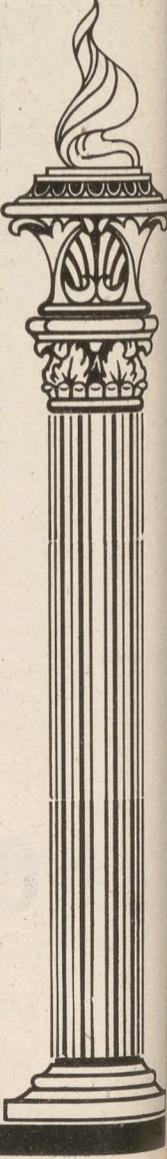
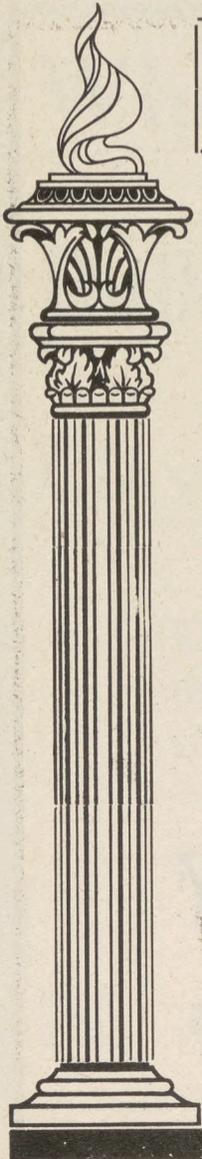
This lumber company was the first to bring cattle to its cut-over lands, and carry on profitable and successful grazing in Clover-Land.

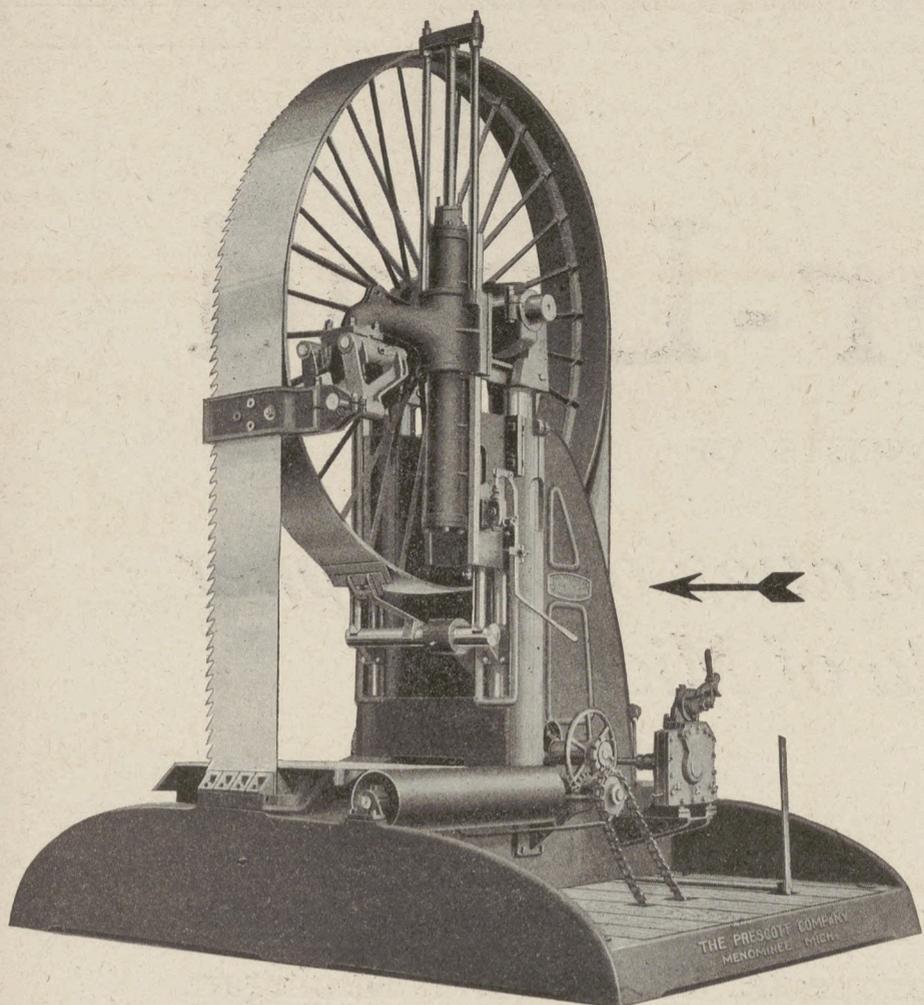
We offer Cut-Over Lands

in Dickinson, Baraga, Menominee, Iron, Gogebic Counties, Clover-Land.

J. W. WELLS LUMBER COMPANY
MENOMINEE, MICHIGAN

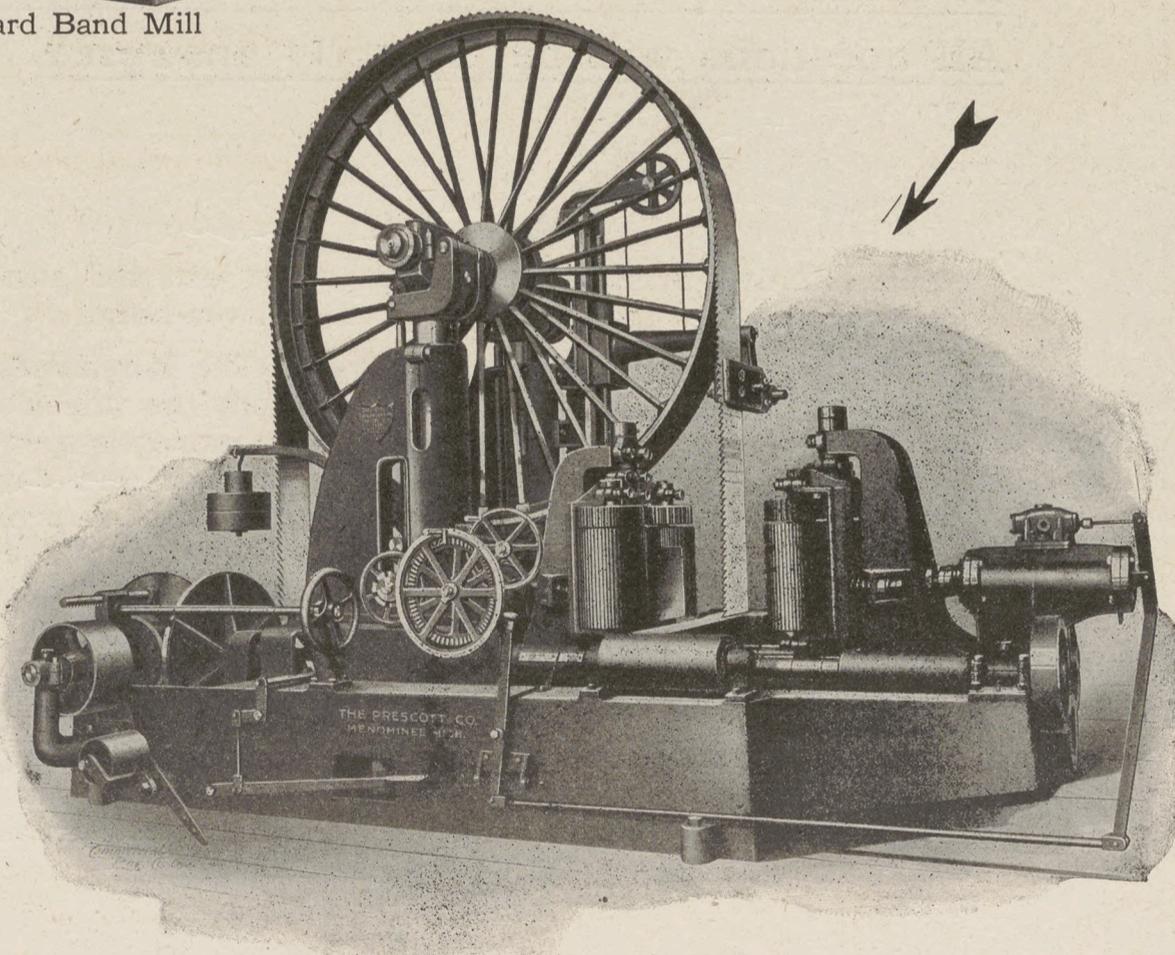
The greatest hardwood mill in the world, with an annual output of 51, 449,100 feet of lumber.





Prescott Standard Band Mill

An Ideal
Combination
for a
Clover-Land
Saw Mill



Heavy Service Prescott Vertical Resaw

Made
in
Menominee

THE PRESCOTT COMPANY
MENOMINEE, MICHIGAN

Clover-Land

CONSISTS OF

The Fifteen Counties of the Upper Peninsula of Michigan

The Clover-Land Development Bureau of Michigan has its general offices at Marquette, Clover-Land, Michigan. All questions will be promptly answered.

Representative business men from every county make up the Bureau.

It is not a corporation.

It sells not, nor does it buy.

It simply carries on a general educational and development campaign with regard to matters pertaining to Clover-Land.

The Bureau will assist, without charge, in putting inquirers in touch with the right class of people. It has to do *only* with reputable folk here and seeks to inter-

est just that sort from outside of Clover-Land.

The Bureau's financial aid comes from the fifteen counties. All of its money is spent in general educational and development work. It makes *no profit* of any financial nature. Everything it does is for the good of Clover-Land.

If any reader cares to know anything more about Clover-Land and especially in regard to grazing, farming, dairying, touring, resorting, fishing or hunting, he can get an honest opinion by addressing

The Clover-Land Development Bureau
of Michigan

MARQUETTE

MICHIGAN