

[FOLDER 2 OF 2]

AGRICULTURAL LAND

LAND

DEPARTMENT OF LABOR
OFFICE OF THE SECRETARY
WASHINGTON, D. C.

OFFICIAL BUSINESS

LETTER MAIL

PENALTY FOR PRIVATE USE TO AVOID
PAYMENT OF POSTAGE, \$300

The Negro at work During the
World War & During
Reconstruction.

Blount Springs, Ala.

July 2nd 1920

RECEIVED
DEPARTMENT OF LABOR

JUL 7 1920

Director of Negro Economics

New York

My Dear Mr. Haynes,

I have conferred with my people about having you make us a visit this fall and they are very anxious to have you come and speak to them.

Please advise when you will be in the South and can make us a date.

You remember I met you in Atlanta at the normal school.

Resp. yours,
J. L. Johnson,

August 17, 1920.

Mr. Henry S. Huntington
Associate Editor
The Christian Worker
70 Fifth Avenue
New York City.

Dear Mr. Huntington:

Responding to your inquiry about best place for your young friend Demaratan to go for his education I think it would be well for him to go to Hampton provided he can get admittance. He should write at once to the principal, Dr. James E. Gregg. It might be well also to inquire at Lincoln University about eighth grade work; also at the Bordentown Industrial School, Bordentown, N.J., and at Morgan College, Baltimore, Md.

The Bordentown School is a state school with good equipment and I am sure has grade work. It is a good school under a competent man and might be the best place for him for two or three years if he is unable to get in at Hampton.

I am still connected part-time with the Department of Labor and am making my home in Washington. Just what my other plans will be I am not now able to say. I shall be pleased to accept your cordial invitation for an article in "The Christian Worker" and shall send on something as soon as I am so settled again that I can get time to prepare some matter about Negro workers.

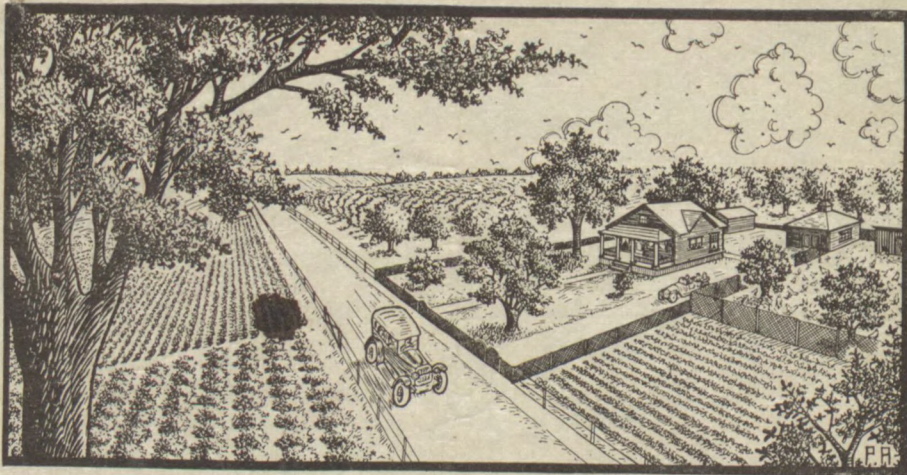
With many cordial greetings, I am

Yours sincerely,

George H. Haynes
Director of Negro Economics.
RH

H/MLC

June 1920



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C-7-20

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"I'VE COME BACK TO YOU," wonderful ballad.
"CAN YOU FORGET," being featured by leading stage artists.
"SHELL SHOCK SHAKE," on U. S. piano records.
"IN A GARDEN," sentimental ballad.
"YOU SHO KNOW HOW TO STRUT YOUR STUFF," jazz melody.
25 cents per copy, or will mail the five numbers to you for only \$1. Address
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Mention THE CRISIS.

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FARM & TIMBER LANDS

MARINETTE, WIS.

September 10, 1920

RECEIVED
DEPARTMENT OF LABOR

SEP 13 1920

Director of Bureau of Economic Warfare

R. E. Haynes
9/18/20

Mr. Geo. E. Haynes, Dir. Negro Economics,
Department of Labor,
Washington, D.C.

SEP 13 1920

RECEIVED
DEPARTMENT OF LABOR

Dear Sir:

Under separate cover we are sending you copies of our literature, which will give you a very good idea of the country we are operating in.

We have carried on a successful colonization business for the past twenty years, and our County has grown in an agricultural way greatly in that time. We have found by all odds that the most successful way of meeting the various problems that have come up, has been through cooperative effort. We have always shaped these movements in such a way that they were laid down on business principles.

I will cite two instances which will probably illustrate the way we have handled our problems.

In 1915, State reports gave Marinette County a credit of \$250,000 per year for dairy output; in 1917 the same report gave us a credit of \$1,000,000 yearly output, and today the output is nearly \$2,000,000 annually. We have here a natural grass country and we can grow very excellent corn for ensilage purposes. Corn, clover and cows look very good to us. A silo campaign was inaugurated, aided by our local agricultural school, which built forms for the making of a solid concrete silo and loaned them to the farmers free of charge and where necessary, helped and directed them in the construction. This silo campaign was given a lot of publicity and many of the silo manufacturers put men in the field to sell their product. The result of this silo campaign has been the construction of nearly twelve-hundred silos in this County.

Along with this campaign, there was one started urging the purchase of more and better cattle. In order to help matters out, local business men lent their names to a guarantee, which guarantee was used by three Trustees in endorsing farmers' notes for the purchase of livestock. The farmer was then given an opportunity to buy cattle and pay for them on a basis of about half of what the cow produced per month, and was given three years' time on each animal if they desired it, with interest at 6%. The guarantee on the back of the farmers' notes made it absolutely good at any Bank in the County. That this plan was a good one is shown by the fact that thirty carloads of cattle were bought and delivered to farmers under it, and the guarantors will not have to make good a single penny, as all of the notes have been well taken care of. This cattle buying plan is still in vogue here, although in a little different form, and will in all probability finance one-hundred to

G.E.H.-#2

one-hundred fifty of these cattle purchases this year.

Marinette County has been given credit for several years past for the clearing of approximately three-thousand acres of new land each year. About a year ago it was thought that Marinette County was not clearing enough land and that much more could be done. Therefore, an Association was formed which has over one-thousand members, ninety percent of whom are the farmers and new settlers in the County, called the Marinette County Land Clearing Association. This Association immediately sought the cooperation of the Department of Land Clearing, College of Engineering, University of Wisconsin, and were assured of their entire support. The DuPont Powder Company, who have been working for some years in connection with the Department of Engineering, offered their assistance, which was gladly accepted. A plan of campaign was mapped out and a goal set at clearing eighteen-thousand acres in 1920, or six times as much as had ever been cleared before in any one year. The Association hired the best land clearing engineer they could find, and equipped him with an office, automobile and other paraphernalia that he wanted. All during the winter, school-house meetings were held throughout the County; some fifty or more. At these meetings land clearing problems were discussed and speakers were equipped with both moving and still pictures to illustrate their points. Also, at these meetings, orders were solicited for dynamite, the members of the Association being able to purchase dynamite at the carload rate, which made a saving of between fifteen and twenty percent for them. As a result of this campaign, we have already passed the eighteen-thousand acre mark in newly cleared land, and there is still sixty or ninety days for this work to go on. Normally, the sales of land clearing explosives in Marinette County were about one carload a year; fourteen carloads have been placed so far this year. Besides the explosives, of course there is other equipment such as stump pullers, pilers, etc.

I think these two instances will perhaps give you an idea of the methods used in this County for building up our farming community. These methods have proven very satisfactory.

Yours very truly,

SKIDMORE-RIEHLE LAND COMPANY

By *Ralph Skidmore*

Secy.

E.M.

RS-EM

DEPARTMENT OF LABOR

OFFICE OF THE SECRETARY

WASHINGTON

June 17, 1919

CONFIDENTIAL MEMORANDUM :

From: His Assistant
To: The Director of Negro Economics
Subject: Advisory Departmental Relationship regarding Negro matters

1. The functions of the Department of Labor in "fostering, promoting and developing the welfare of wage earners of the United States, improving their working conditions and advancing their opportunities for profitable employment" have been well understood by private, ^{persons and by} public ~~and~~ ^{agencies, both governmental and private.} ~~Governmental factors.~~ The interests of wage earners, ~~particularly~~ ^{as far as possible} ~~white, as evidenced by the efforts of organizations other than the so-called union group,~~ ^{used} have been ~~particularly~~ ^{as far as possible} safeguarded and every opportunity and assistance ~~has been~~ ^{used} given ^{by} the Department of Labor in carrying out the duties imposed upon it by Congress. ¶ When the Secretary of

Labor, in furthering the effectiveness of his powers, created the Division of Negro Economics there was latently established a means of ~~Departmental~~ ^{of information and cooperation between this Department and other} exchange the scope of which and the jurisdiction of which are ~~limited~~ ^{almost unlimited.}

~~only by the justice of American citizenship.~~ I say "latently" because ^{of} ~~it is~~ ^{about the} ~~doubted~~ ^{which} ~~that much~~ attention has been given to the following ~~quoted~~

power of the Secretary of Labor: ~~to which I call especial attention.~~

^{"Said} ~~He~~ ^{shall also have} ~~(the Secretary~~ ^{to call upon other} ~~of Labor) has authority~~ ~~to call upon other~~ departments of the Government for statistical data and the results obtained by them, ~~and to~~ ^{and} collate, arrange and publish such statistical

^{and said Secretary may}

Department of the Government both State and Federal

H-P

information obtained in such manner as to him may seem wise. *****"

The act creating the Department states further: shall

Quote

"The Secretary of Labor ~~is also given authority and directed to~~ investigate and report to Congress ~~the~~ plan of coordination of the activities, duties and powers of the office of the Secretary of Labor with the activities, duties and powers of the present bureaus, commissions and departments, so far as they relate to labor and its conditions, in order to harmonize and unify such activities, duties and powers, with a view to additional legislation to further define the duties and powers of the Department of Labor, and to make such special investigations and reports to the President or Congress as may be required by them or which he may deem necessary, and to report annually to Congress upon the work of the Department of Labor."

From the above it is very apparent that the scope of the jurisdiction and authority of the Secretary of Labor have in no sense reached the plane which Congress had in mind when it created the Department of Labor. It is obvious that a wide span was left vacant over which the Department of Labor may, and should, leap in fostering and promoting the welfare of wage earners.

2. Congressional intentions always determine the latitude of interpreting the acts of Congress. Nothing else so specifically and so effectively describes statutes, edicts, acts, etc., for the law has always reasoned that the animus of a man, be he bound by moral duty or by legislative authority, speaks for him in those things which he does.

3. When the Division of Negro Economics was created it functioned effectively within the several bureaus and divisions of the Department of Labor. It grasped single-handed the problems of thousands of Negro wage-earners. At the end of one year it was but a mere infant in assisting the Department of Labor through a trying war emergency period in which there figured the interests of a few thousand Negroes, particularly migrants.

Cooperation with Public Health Service War Risk Col. Woods Comm Dept Agric

In no way has the Division of Negro Economics touched the normal situation, for a normal situation has not yet existed since its advent.

3. Through the Negro Workers' Advisory Committees have come to light ways and means of touching the community life of a very small portion of one-tenth of the total population of the United States. The feature of the committees has been, as you know, their volunteer character.

4. Linking up the interests of Negro citizenship, through the Division of Negro Economics, to the Secretary of Labor, and from him to Congress and to the President of the United States, is ^{so} ~~is~~ plainly possible that a mere hint to you in this regard is all that is necessary. Assuming, from the intentions of Congress that even the Department of Labor "is yet but an infant" department and that through it the Secretary of Labor should have access to data and results obtained by other departments of the Government, and should "investigate and report to Congress a plan of coordination," etc., "in order to harmonize and unify such activities and duties," and assuming that each and every division and bureau of the Executive Departments (as well as commissions, boards, etc.) has the intention of functioning 100 per cent in its duties to American citizenship, I respectfully recommend:

(a) That the attention of the Secretary of Labor be specifically called to the existence of every community, county, and state Negro Workers' Advisory Committee, with the view of realizing that through these committees and through hundreds of others which can be easily set up, he can effectively enlarge upon his duties in "calling upon other departments of the Government for * * * * data and results."

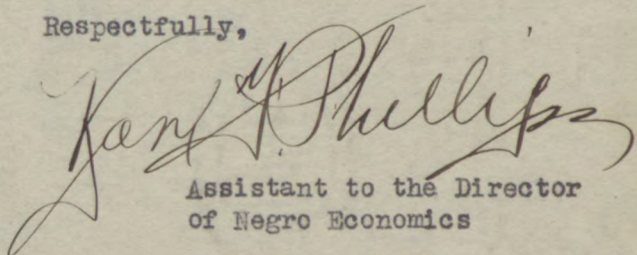
(b) That it be suggested to the Secretary of Labor that he can more effectively than ever before "investigate and report to Congress a plan of coordination," etc., "with a view to additional legislation to further define the duties and powers of the Department of Labor," etc.

(c) That it be suggested to the Secretary of Labor that by virtue of his aforesaid powers and authority he transmit, through the chief executives of each department, to each bureau chief and the chairmen of commissions and boards, and report on the results of the Negro Economics work calling to their attention the utility of the field organization of Negro Economics to those bureaus, commissions and boards in carrying out their duties relating to labor, through this department.

(d) That the Secretary of Labor call upon each bureau chief, through his executive head, for a frank statement of any manner in which this service could properly be of assistance to such bureau or division.

5. The destinies of 10 million Negroes are at bar in a way never before seen. The shift of the economic status, loyalty and citizenship of 10 million Negroes is more noticeable than ever before. Some conditions, not mentioned herein but with which you are well familiar, are becoming intensified every day. The philosophy of self-preservation is upon us. Should not every resource be invoked to insure peace, good will and justice to Americans, white and black?

Respectfully,



Assistant to the Director
of Negro Economics

kp/el

DEPARTMENT OF LABOR

State:

Bureau of Citizenship

a. o' s' l' x - o' y' l' e

Treasury:

(1) Bureau of Engraving

War:

(1) Employment Regs Soldiers

Justice:

P. O.:

Navy:

Interior:

(1) Education

Commerce

P. S. O.:

N.S.S. 47

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+
66

212 x 76
623

TOMAHAWK LAND COMPANY LANDS

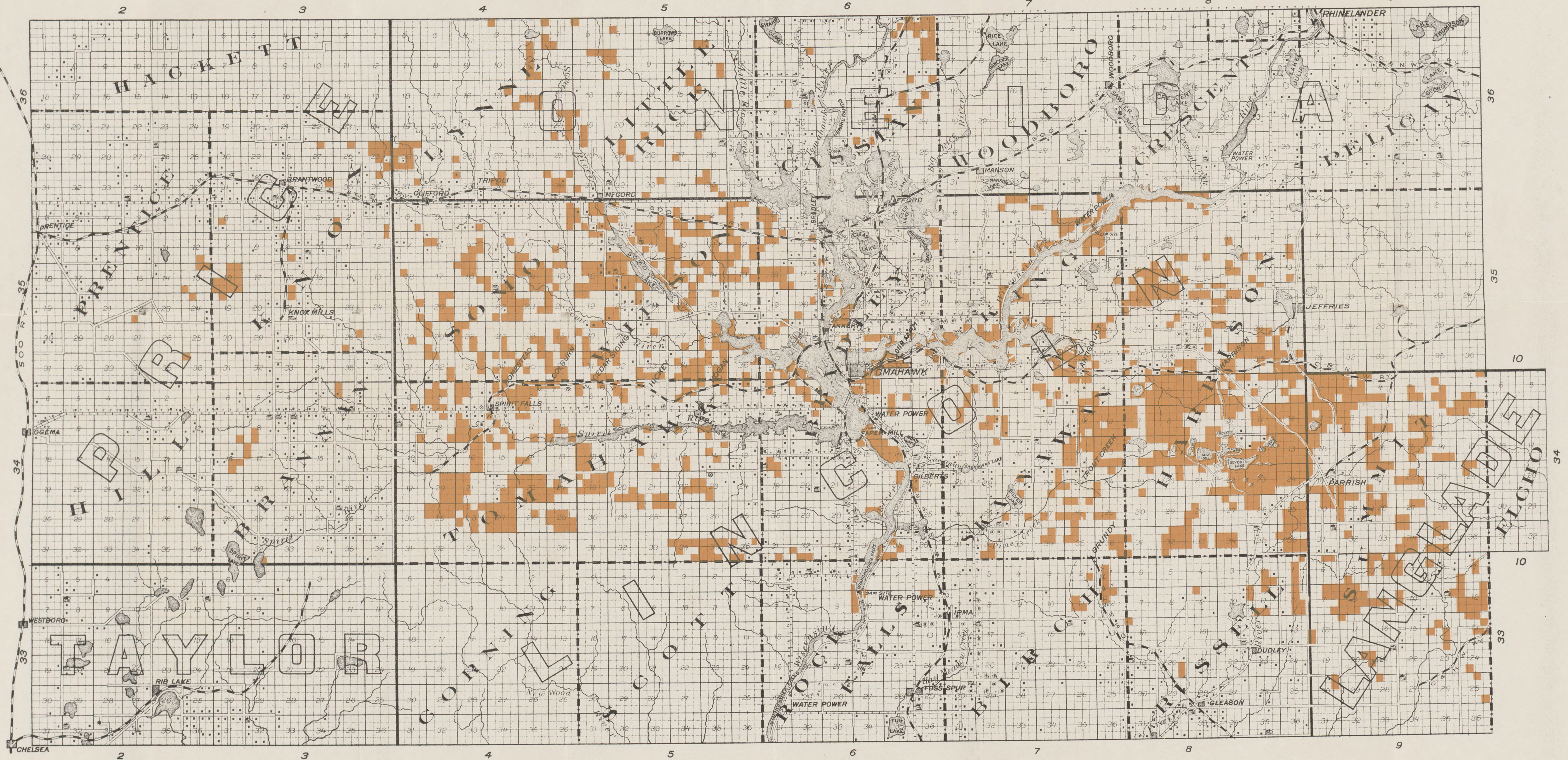
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Tomahawk Land Settlement Plan

We assist the settler to make a farm from cut-over lands.

Labor and material up to \$500 advanced for house, barn and well.

We rent teams, farm tools, stump pullers, etc., on community basis at actual cost.
Visit our central farm and see the implements and tools we have for rent.

When settler can supply feed, money advanced for cow, pig and chickens.

Payments extended over a period of 23 years.

We try to have house and barn built before settler moves on land.

Stump-pullers furnished are of latest design, with all necessary cables, chains and hooks.

Settler can clear 10 acres a year, and have 30 acres under cultivation in 3 years.

PAYMENTS—When we make advances for house, barn, cow, etc., we expect a first payment of \$250.00 per 40 acres.

If a man is not in a position to pay \$250.00 in cash at the time of purchase, he should tell us just what he can do.

To actual settlers who do not desire advances, the first payment on land can be at \$10.00 per 40 acres.

After the first payment, no further cash payments asked for 3 years, if settler moves on land and makes improvements averaging \$10.00 per 40 acres per month, over advances.

Payment for land, buildings and rental charges distributed over 20-year period, 6% interest.

Rental charges and supplies advanced limited to \$25 per acre of land put into cultivation.

SOILS—A variety of loams.

PRODUCTS—Dairy products stand first.

Our county produced \$1,500,000 of dairy products in 1918.

Clovers and grasses grow remarkably well.

Lands are in the well known "Clover Belt." Pastures keep green throughout the summer.

Best soil in the State for potatoes.

Potatoes are considered the cash crop.

Oats, rye, roots and vegetables give high yields.

WATER—Clear, pure, cold.

CLIMATE—Invigorating and healthful.

The winters are free from the winds and blizzards of the prairies.

RAINFALL—The average yearly rainfall is about 34 inches, which is as high as in any locality throughout the State.

MARKETS—Chicago, Milwaukee, Minneapolis and St. Paul are all tributary; 12 hours ride to Chicago.

RAILROADS—Chicago, Milwaukee and St. Paul Ry. (Wisconsin Valley), "Soo Line," Marinette, Tomahawk and Western R. R. ("our railroad").

GOOD ROADS—There are 764 miles of public highways in the county.

GOOD SCHOOLS—The county has 85 schools. Population of county 21,100.

RURAL TELEPHONES—Lines go in three directions from Tomahawk.

Work during winter months can usually be obtained nearby in logging camps, or with those getting out cordwood, pulpwood, poles, ties, etc.

We have been here since 1888 and have seen men start with less than \$500 and become successful farmers today, worth \$5,000 to \$20,000.

We know that the farmer who works wins.

We have never foreclosed a settler's land contract.

"We help the man who helps himself."

WRITE TO US.

TOMAHAWK LAND COMPANY
TOMAHAWK, WISCONSIN

ATTENTION

FARMER

ATTENTION

THE NATIONAL FARMERS CO-OPERATIVE ASSOCIATION

Sends to Northern Markets **THREE EXPERTS**

**Seeking advantages for patrons. They will secure for the Association best of prices on
Watermelons in Car-load Lots during July and August**

Wire connections with the Association to be established.

To Facilitate Trade. We solicit your Trade and assure the Best Results on small commission. Write or wire—

NATIONAL FARMERS CO- OPERATIVE ASSOCIATION

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INCORPORATED UNDER LAWS OF GA.

AUTHORIZED CAPITAL, \$100,000

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J. H. LANE, Vice-President, Munneryn, Ga.	E. A. WILLIAMS, Sect-Treas., Savannah, Ga.	
B. W. PIERCE, Halcyondale, Ga.	P. A. Pettis, Omaha, Ga.	C. Cuthbert, Springfield, Ga.
S. Wilson, Savannah, Ga.	P. Weaver, Waynesboro, Ga.	N. J. Walkeri, Millen, Ga.
Leroy Hudson, Keysville, Ga.	W. A. Bell, Atlanta, Ga.	Eddie Davis, Wadley, Ga.
J. W. Holley, Albany, Ga.		J. C. Fisher, Savannah, Ga.

Savannah Journal (Negro)

Savannah, Ga. - July 10, 1920

September 18, 1920.

WISCONSIN COLONIZATION COMPANY,
Eau Claire, Wis.

ATTENTION: Mr. E.G. Kuehl, Secy.

Gentlemen:

Thank you so much for the information
contained in the literature sent me about efforts
to build up firm communities.

Very truly yours,

Director of Negro Economics.

R/MLC

September 18, 1920.

TOMAHAWK LAND COMPANY,
Towahawk, Wis.

Gentlemen:

ATTENTION: Mr. R.R. Wallis.

Thank you so much for the information contained in the
circulars and letter sent me about your sale of land.

Very truly yours,

Director of Negro Economics.

H/MLC

Build Your Farm Home in "America's Real-Clover-land."

Build Your Farm Home in "America's Real-Clover-land." This section discusses the benefits of clover farming in Upper Wisconsin, highlighting its productivity and the quality of the land.

Build Your Farm Home in "America's Real-Clover-land." This section continues the discussion on clover farming, emphasizing the long-term benefits and the growing demand for clover products.

DON'T LOCATE WHERE LAND IS NOT VALUABLE

DON'T LOCATE WHERE LAND IS NOT VALUABLE. This article provides advice on land selection, warning against areas with poor soil or unfavorable conditions for farming.

You Can Make a Good Living and Splendid Profits Growing Strawberries in Marinette County.

You Can Make a Good Living and Splendid Profits Growing Strawberries in Marinette County. This section describes the strawberry industry in Marinette County, including planting techniques and market opportunities.

SHEEP AND BEEF IN MARINETTE COUNTY

SHEEP AND BEEF IN MARINETTE COUNTY. This article discusses the sheep and beef industries in Marinette County, highlighting the quality of the livestock and the support provided by local organizations.

SHEEP AND BEEF IN MARINETTE COUNTY. This section continues the discussion on sheep and beef farming, focusing on breeding and management practices.

Clover Seed Crop Worth \$50 per Acre Taken From This Field After First Cutting of Clover Yielded 2 1/2 T of Hay per Acre.

Clover Seed Crop Worth \$50 per Acre Taken From This Field After First Cutting of Clover Yielded 2 1/2 T of Hay per Acre. This section provides a detailed report on a clover seed crop, including yield statistics and the value of the resulting hay.

Clover Seed Crop Worth \$50 per Acre Taken From This Field After First Cutting of Clover Yielded 2 1/2 T of Hay per Acre. This section continues the report on the clover seed crop, discussing the challenges and successes of the operation.

Clover Seed Crop Worth \$50 per Acre Taken From This Field After First Cutting of Clover Yielded 2 1/2 T of Hay per Acre. This section provides further details on the clover seed crop, including the impact of weather and market conditions.

Clover Seed Crop Worth \$50 per Acre Taken From This Field After First Cutting of Clover Yielded 2 1/2 T of Hay per Acre. This section discusses the long-term benefits of clover farming, including soil improvement and sustainable production.

Clover Seed Crop Worth \$50 per Acre Taken From This Field After First Cutting of Clover Yielded 2 1/2 T of Hay per Acre. This section concludes the report on the clover seed crop, summarizing the key findings and recommendations.

FOR WAR SETTLEMENT

FOR WAR SETTLEMENT. This section discusses the impact of war on land settlement and the opportunities available for veterans and their families.

VIEW OF MAN'S WEALTH

VIEW OF MAN'S WEALTH. This article provides a perspective on the value of land and the wealth it can generate for its owners.

INVITE WESTERN SHEEP MEN TO TRY WISCONSIN

INVITE WESTERN SHEEP MEN TO TRY WISCONSIN. This section invites sheep farmers from the West to explore the opportunities in Wisconsin, highlighting the quality of the land and the support available.

COMES HERE BECAUSE WE ARE PROGRESSIVE

COMES HERE BECAUSE WE ARE PROGRESSIVE. This article discusses the reasons why progressive farmers are attracted to Wisconsin, focusing on the state's commitment to innovation and quality.

Pork Production Fits In Well With Dairy Farming in Marinette County

Pork Production Fits In Well With Dairy Farming in Marinette County. This section explores the integration of pork production with dairy farming in Marinette County, highlighting the benefits of diversification.

Other Helps for Settlers.

Other Helps for Settlers. This article discusses various programs and services available to help settlers establish themselves in new areas, including financial assistance and technical support.

CONGRATULATE MARINETTE ON LEADERSHIP IN NEW DEVELOPMENT

CONGRATULATE MARINETTE ON LEADERSHIP IN NEW DEVELOPMENT. This section congratulates Marinette County on its leadership in agricultural development and innovation, highlighting the county's achievements and future potential.

CONGRATULATE MARINETTE ON LEADERSHIP IN NEW DEVELOPMENT. This section continues the congratulations to Marinette County, discussing the impact of its leadership on the broader agricultural community.

Buckwheat Is A Humble Crop But It Is A Good Friend to the New Settler Who Wants to Clear Land Late in the Spring

Buckwheat Is A Humble Crop But It Is A Good Friend to the New Settler Who Wants to Clear Land Late in the Spring. This section discusses the benefits of buckwheat as a crop for late spring land clearing, highlighting its hardiness and productivity.

UNIVERSITY HAS LAND CLEARING DEPARTMENT

UNIVERSITY HAS LAND CLEARING DEPARTMENT. This article discusses the University's Land Clearing Department, highlighting its role in providing technical assistance and training to farmers.

Marinette County's Great Home Agricultural School Leaves No Stone Unturned in Helping New Settlers to Make Good

Marinette County's Great Home Agricultural School Leaves No Stone Unturned in Helping New Settlers to Make Good. This section describes the comprehensive services provided by the school to help new settlers succeed in agriculture, including classroom instruction and practical training.

Other Helps for Settlers.

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MANUFACTURE WOOL IN ADDITION TO PRODUCING IT

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DAIRY PROFITS FOR BEGINNERS

VERY GOOD RETURNS ARE POSSIBLE TO MAN OF AVERAGE MEANS AS WELL AS TO SETTLERS OF LARGER MEANS.

When people who are considering locating in Marinette county are told that they will receive monthly milk checks of \$100 to \$200 they often say, "Oh yes, that may be true of people who have thousands of dollars to invest in high-priced dairy cattle, but it does not mean much to a man of average means."

SHEEP PAY AS WELL AS COWS

THAT IS STATEMENT OF ONE OF WISCONSIN'S GREATEST BREEDERS—TIM IS RIPE TO START NOW.

[NOTE—The following article was written by Frank Kleinhans, who is himself one of America's greatest breeders of sheep, and is also the author of many books on the subject of sheep. Mr. Kleinhans is the sheep expert of the University of Wisconsin, and has made an intimate study of what Wisconsin has to offer to the sheep man. The article below is reprinted from the Oct. 10, 1917, Edition of the Wisconsin Journal.]

Ten Thousand People Honor Maritime

Annually Turn Out at Picnic to County's New Settlers.

The English-speaking nations have always been the greatest beef eaters in the world and they have also reached the highest plane of civilization and have developed the capacity for the science of government that excelled by any people, ancient or modern.

UPPER WISCONSIN COMING TO RESCUE TO AVERT BEEF FAMINE IN THE U. S.

Beef Cattle Market Expert Tells Why Upper Wisconsin Farmers Can Now Produce Beef With Greater Profit Than Ever Before—Market no Longer Calls for Highly Finished Beef Cattle—Present Conditions Greatly Favor Production of Beef in Localities Like Marinette County.

Written by Arthur W. Targett and published in May, 1918, edition of the Chicago Daily "Cot-Over" Journal.

CO-OPERATIVE BUYING HELPS OUR SETTLERS

WISCONSIN FARM PAPER TELLS OF CO-OPERATIVE LIVESTOCK BUYING IN MARINETTE CO.

Marinette County owes its present security as a dairy center to several factors, foremost of which are co-operation between farmers and townpeople, and the natural advantages which the region possesses.

THERE IS A \$5.00 PER DAY JOB FOR EVERYONE IN THE FAMILY RAISING SUGAR BEETS IN MARINETTE COUNTY, WISCONSIN

Some Sheep Facts Worth Knowing

The production of sheep in the United States has fallen off by 14,000,000 since 1900. This has been due to a shortage of range sheep in the west, because of the Homesteaders' Act, unusually dry weather in that part of the country and exceptionally severe winters. The nation and world from that number of sheep would this year be worth \$150,000,000.

THE MARINETTE COUNTY NEW & DEVELOPMENT AND SECTION WITH THE DEVELOPMENT AND PEOPLE PRESENT WAS OVER 10,000

The scene shown in the picture was taken in the early spring of 1918 at the farm of Earl Johnson in the Wausaukee district. Mr. Johnson formerly resided in Vermillion County, Illinois.

FORMER VERMILION COUNTY, ILLINOIS, RENTER PROVES WHAT SETTLERS WITH AVERAGE MEANS CAN DO ON MARINETTE COUNTY'S NEW LANDS

People interested in getting land in Marinette County often ask the question, "What can an average man with average experience and ability, and with an average amount of capital expect to accomplish on a good tract of Marinette County land?"

Small Grains Produce Great Crops in Marinette County

There is a \$5 a day job awaiting Little Willy, Little Johnny, or any of your children in a sugar beet field in Marinette County, Wisconsin.

GOOD LIVING AND SNUG FORTUNE FOR ANY AMBITIOUS FAMILY WHO ENGAGES IN DAIRY FARMING IN MARINETTE COUNTY, WISCONSIN—OUTLOOK WAS NEVER SO PROMISING

With the great growth of dairying in Marinette County there has come a corresponding growth in the acreage planted to corn, potatoes, small grains, and other crops.

THESE ARE THE OFFICES OF THE SKIDMORE LAND CO.

These two views show the offices of the Skidmore Land Company at Wausaukee, Wisconsin, and at Marinette. The view above shows the Wausaukee office and hotel of the company and the view below is the Marinette office.

YOU HAVE HEARD ABOUT BRAND BEING CAST UPON THE WATER, ETC.

Well you have nothing to fear from the farmer and settler in buying land, but you will appreciate it and will be thankful for the fact that you have heard of this and will be thankful for the fact that you have heard of this.

Like the American Army, Cows and Clover Are An Unbeatable Proposition.

Well you have nothing to fear from the farmer and settler in buying land, but you will appreciate it and will be thankful for the fact that you have heard of this and will be thankful for the fact that you have heard of this.

WHERE CLOVER REALLY GROWS LIKE A WEED

Speaking of Upper Wisconsin, L. P. Graber, alfalfa expert of the University of Wisconsin, says: "Where clover grows like a weed and is cheaply and easily established with a seed and a good fertilizer, alfalfa should not be too greatly emphasized."

THIS SCENE SHOWS YOU PRACTICALLY EVERY STEP IN THE DEVELOPMENT OF NEW LAND INTO RICH PASTURES AND CULTIVATED FIELDS

The scene shown in the picture was taken in the early spring of 1918 at the farm of Earl Johnson in the Wausaukee district. Mr. Johnson formerly resided in Vermillion County, Illinois.

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Advertisement for Skidmore Land Co. featuring a large illustration of a landscape with a building and text describing the company's services and the benefits of settling in Marinette County.

NEW PROFITS IN THE OLDEST LIVESTOCK INDUSTRY IN THE HISTORY OF THE WORLD

Sheep grazed on the slopes outside of Jerusalem in Biblical times but never before in the history of livestock farming has the production of mutton and wool offered such an attractive margin of profit as at the present time. The United States Department of Agriculture, National Wool Growers' Association, National Sheep and Wool Bureau of America, and many other organizations are turning their attention to



the former timber lands of the Great Lakes region in the search for good cheap grass lands on which to raise the mutton and wool urgently required by the American army and people. Largest and quickest profits in the sheep industry are possible in a locality like Marinette County, Wisconsin, where corn silage as well as clover and root crops for winter feed can be produced in great quantities at very low cost.

HAGENBARTH SAYS BEST LIVESTOCK REGION IN WORLD

NOTED WESTERN LIVESTOCK MAN MAKES INSPECTION OF LAND HERE AND STARTS GREAT SHEEP MOVEMENT.

NEW LIVESTOCK EMPIRE SAYS NATURE FAVORED FORMER TIMBER LANDS OF UPPER LAKES REGION FOR LIVESTOCK PRODUCTION.

In the far west every live-stock man knows Frank J. Hagenbarth. Mr. Hagenbarth is not so well known in the middle west and the east, but he is becoming better known in the middle west through his appearance before various Chambers of Commerce, development associations, etc., in his efforts to call the attention of the country to the possibilities of the upper Great Lakes region for sheep and cattle production.

A Man of Wide Experience.

Mr. Hagenbarth is a striking and forceful figure. Beginning life as a western ranch hand, with no capital whatever, he has built up a fortune of several million dollars in the livestock business. He is at present, president of the National Wool Growers' Association, which includes the biggest sheep ranchers in America. In addition to his own private livestock interests, and his position as president of a very powerful livestock association, he is assisting the United States Department of Agriculture in bringing about a greater production of mutton and wool in this country.

The fact that Mr. Hagenbarth on his judgment of lands and livestock has made a fortune for himself, and is regarded by the United States Department of Agriculture as an authority in the sheep business, makes Mr. Hagenbarth's opinions well worth considering.

It was the privilege of the editor of LAND LOGY to hear Mr. Hagenbarth speak on two different occasions concerning the possibilities of the former timber lands of the upper Great Lakes region for sheep and cattle production. Mr. Hagenbarth has delivered the second address he has given on this subject, and has spent a week in Upper Wisconsin and other parts of the upper Lakes region, carefully looking over the lands before giving his opinion of their worth for profitable livestock production.

The address which he subsequently delivered created great interest throughout the country and is regarded as the basis on which 100,000 sheep and cattle from western states have already been moved to the former timber lands in the upper Lakes region. We wish that every reader of Landology might have been present to hear Mr. Hagenbarth's address delivered just after he had spent a week carefully looking over lands in this part of the country, but lacking that, we are going to present some of his most interesting statements, as follows:

You have the best country on earth for live-stock and grazing. It is a well known fact that the best sheep are 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 farther north to be invigorated and fattened.

One of your fourteen months old steers would weigh from 1400 to 1500 pounds against a weight for a similar steer of 1100 pounds in Texas. Nature designed this upper country for live-stock and favored it in a way it favored no other section of our country.

If at the beginning of the new sheep and cattle movement you put in one and one-half sheep to the acre on only half of your available land with cattle in the low-lying lands, which are ideal for that purpose, you can easily take care of 5,000,000 sheep and 1,000,000 head of cattle. 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.

You can add \$150,000,000 to the assets of your people in this locality and \$100,000,000 to the gross earnings of the land. Isn't that a stake worth going after? Under today's conditions this is a patriotic duty. For the fu-

ture it is an assured asset and the carrying out of the plans for which this favored section was created. The time is ripe now. Your proposition is now one of simple arithmetic. You know of the range shortage today in the far west. You know that the stock must be taken to some new and suitable fields. You know that you have a large acreage available for this great purpose. Yours is the best sheep raising 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.

One man can take care of 1,000 sheep allowing for extra work during the lambing season. Sheep raising, I repeat, is a safe investment and staple industry under efficient management. YOU HAVE THE GREAT-EST LIVESTOCK COUNTRY IN THE UNITED STATES IF NOT IN THE WORLD.

Sheep are better than cattle as an investment. The returns from sheep are two to one over cattle on any area suitable to both. Sheep are more easily handled. They furnish two crops, to-wit: wool and meat.

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.

There is today in this country a shortage of from 60 to 70 per cent of wool needed for home consumption under normal, not war conditions. We could produce all we want right here at home. The \$85,000,000 we pay annually to Argentina and Australia for wool belongs in the pocketbook of the United States.

Stock raising in the far west has decreased 35 per cent due to the shortage of range and the "homesteaders' law" AND HAS MADE FOR YOU THE GREATEST OPPORTUNITY WHICH EVER CAME TO ANY SECTION OF THE UNITED STATES.

When Mr. Hagenbarth left here he returned to the west and advised sheep and cattle men there to look over the Upper Great Lakes grass lands as he had done. He told them the way sure he had discovered the right place for the expansion of the sheep and cattle industry.

Mr. Hagenbarth's work has already borne fruit. Several ranch outfits of 2,000 to 12,000 head of sheep and others of 1,000 to 9,000 head of cattle have already been moved to Upper Wisconsin and other localities in the upper Lakes region. One ranch outfit of 12,000 sheep, herders, ponies and runabout cars for use in herding, etc., was moved all in one train consisting of 43 cars.

This is simply the forerunner of a great new live-stock business for the former timber lands of this locality. Numerous other live-stock men of far western and middle western states have already made purchases of land here and will establish ranches soon.

We want the live-stock men of the great middle western states such as southern Wisconsin, Michigan, Ohio, Indiana, Illinois and Iowa to realize the importance of what Mr. Hagenbarth discovered here. There are many exceptionally good locations and openings for men with a fair amount of capital who would like to handle from 100 to 1,000 head of sheep or cattle. Such men by able management and industrious work can not only make very nice profits on livestock here, but by their livestock farming operations they will be doubling and tripling the value of their land.

Marinette County, Wisconsin, we most sincerely believe has more to offer in location, increase in value of land as it is improved, supply of winter feed, nearness to markets, population, length of growing season, ability to raise ripened corn and silage corn, and longer pasture season than other localities. We leave it to your judgment.

There is a place here for the stockman who wants to handle 5,000 to 100,000 head and for the man who would like to handle 100 to 5,000 head. We believe when you come to Marinette County and learn of the progressive farming and ranching life going on here, and of the opportunities awaiting you, you will agree with us that "MARINETTE COUNTY IS THE PLACE."

What McKerrow Says. George W. McKerrow, Wisconsin's greatest sheep farmer and one of the recognized sheep experts of the world, says: "Use good sires, feed well, keep right at the business and sheep will see you through. There is room in Wisconsin for hundreds of thousands more good sheep."

TWO TRAINS LOADED WITH SHEEP ARRIVE

CONSTANT SHIPMENT OF SHEEP AND CATTLE FROM FAR WESTERN AND OTHER POINTS TO UPPER LAKES REGION.

From Marinette (Wis.) Eagle-Star, July 10, 1915.

Last night a train of 17 cars loaded with sheep and the necessary horses and men to care for them arrived. This noon a train of 14 cars arrived over the Northwestern. Thousands of head of sheep and cattle are now grazing upon lands in this vicinity. Cloverland is the cattle and sheep country of the United States.

SAYS SHEEP ARE GREAT OPPORTUNITY

Believes no Better Livestock Opportunity Exists Today—Well Suited to Upper Wisconsin.

Reprint of a letter which appeared in the Oct. 25, 1917, Edition of the Wisconsin Farmer.

To the Editor—Wisconsin is one of the most patriotic states in the Union. But we could give more aid if more sheep were raised. We need all the wool that we can get so that Uncle Sam can clothe our soldier boys in good warm, woolen clothing. They would be glad to better stand the conditions to which they are subjected.

There is no animal that creates the fertility of the soil, other than sheep. With wool worth fifty cents to one dollar per pound, and the high price of lambs at fifteen to twenty cents per pound it is certainly an easy way of getting money. I think if there were more sheep kept on the farms there would be less need for sending home to "Dad" for money.

Third, especially in upper Wisconsin they should be raised. Good cut-out land can be bought from fifteen to twenty dollars per acre; rutabagas and carrots can be raised to perfection, yielding six hundred to one thousand bushels per acre. Clover will yield from three to five tons per acre. This will make an excellent winter ration, while in the summer they will graze and help their owner develop this new fertile land. I believe there is no better opportunity for the young man of today than to raise sheep and open up a farm in upper Wisconsin.

IS FARMING YOUR OPPORTUNITY

With the Editor of Landology.

"Is farming in Upper Wisconsin a business for me?" You are asking yourself that question every minute. We will give you the answer in the statements quoted in these pages. Many publications, authoritative opinions of eminent agricultural officials who are in a position to know, and the opportunities which we have always present to the man who has no hesitancy in following our advice, have led to the development of sheep raising and the grazing industry in Upper Wisconsin are exceptional. Very few people have awakened to the situation as yet. Some have discovered the wonderful possibilities of this phase of agriculture and have proven its success. The experimental days to prove it a good thing are about gone. The proposition today is to scatter the good news and get more people interested. There are hundreds of acres of good undeveloped land in Marinette County, Wisconsin, ready to grow luxuriant pastures, clovers, roots, small grains and silage suitable for sheep success.

The usefulness of sheep in land clearing has been extensively proven, and they are in use for this purpose on many farms every year, as well as for their economy in wool and mutton production. The following is an annual report of the sheep industry on a typical Upper Wisconsin farm from July 1, 1914, to July 1, 1917:

Investment Value.	
Number of breeding ewes, 116	\$ 696.00
Number of wethers, 49	245.00
Number of rams, 5	125.00
Valuation of buildings	1,200.00
Land pastured, 40 acres (estimated)	\$3,266.00
COSTS	
Care through winter 1 1/2 hour per day at \$0.25	67.50
Extra cost of labor at lambing time	15.00
Cost of shearing	18.00
15 tons hay bought December, 1916	196.75
7.36 tons hay bought January 31, 1917	92.75

170 SHEEP SHOW PROFIT OF \$1,094

CONSERVATIVE FIGURES SHOW NET PROFIT PER HEAD OF \$6.43 FIRST YEAR.

READ THIS CAREFULLY

STATEMENT IN THIS ARTICLE IS A COMMON SENSE GUIDE TO DETERMINE SHEEP POSSIBILITIES.

(Note—The figures presented in this article are taken from an article published in the May, 1918, edition of the American Sheep Breeder.)

Opportunities for the development of sheep raising and the grazing industry in Upper Wisconsin are exceptional. Very few people have awakened to the situation as yet. Some have discovered the wonderful possibilities of this phase of agriculture and have proven its success. The experimental days to prove it a good thing are about gone. The proposition today is to scatter the good news and get more people interested. There are hundreds of acres of good undeveloped land in Marinette County, Wisconsin, ready to grow luxuriant pastures, clovers, roots, small grains and silage suitable for sheep success.

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2.46 tons hay bought March 5, 1917	36.88
1 ton hay bought March 27, 1917	11.30
1 car hay, April 6, 1917, 29,240 lbs., at \$12.60	147.29
Corn	56.13
Oats	47.64
Bran	26.40
Salt	5.00
Roots, 10 tons	40.00
Accessories	2.18
Summer care 2 hr. weeks for six months at \$0.25	12.50
	775.32

RECEIPTS	
Wool, 1066 lbs., at \$0.55	586.30
Wool, 16 1/2 lbs., at \$0.50	8.12
Rams sold, 5	120.00
Old ewes and wethers sold, 88	488.60
1 lamb	5.60
	1,208.62

Value of flock after selling the above 95:	
Breeding ewes, 125, at \$7.00	\$ 875.00
Ewe lambs, 32 at \$7.00	224.00
Rams, 2	75.00
1917 spring increase on lambs, 109, at \$5.00	545.00
Interest on investment, \$3,266.00, at 6%	195.96
TOTAL RECEIPTS	1,412.00
Increased valuation	652.00
Total receipts	\$2,065.32

TOTAL COSTS	
Feed, care, etc.	775.32
Increased valuation	195.96
	971.28
Net profit	\$1,094.06
Net profit per head	\$6.43

In looking over the above report one will notice that, in order to make this profit on the investment, the present valuation was not placed on the estimate value of the flock left. Instead, they were valued at what they are worth under ordinary conditions to show that with average prices, sheep are good money makers. None of the above sheep would be sold at the figures given in the estimate, as market prices were then almost double that amount.

The net profit shown above is exclusive of the value of the sheep barn, which was in the nature of a permanent improvement, but its net cost was deducted from the first season's gross profits, and still the net profit was a very desirable one.

INDIANA MEN START BIG SHEEP RANCH IN MARINETTE COUNTY

From the Wausaukee (Wis.) Independent, May 11, 1918.

The Island Lake Sheep Co. of Wausaukee is the name of a company recently incorporated for the purpose of developing a sheep ranch north of this village where the company has purchased 725 acres from the Skidmore Land Co. At a meeting held a few days ago the following were elected officers of the company: J. W. Shank, president; T. Wm. Hart, vice-president; Corry M. Shank, secretary-treasurer. The three officers comprise the board of directors of the company.

The ranch will be in active charge of Mr. and Mrs. Shank who came here from Indiana. A large acreage is being cleared and buildings are to be erected on the place during the summer. The first sheep will be brought to the ranch in the fall, the size of the flock depending on the amount of feed raised this season.

Several hundred acres of the land is covered with grass suitable for pasturing a large number of sheep and the plan is to enclose the entire tract with woven wire fencing.

The tract purchased takes in Grass Lake, about two miles north of Wausaukee, and extends into Island Lake, in fact the upper boundary line reaches far enough north to include the island from which the lake derived its name.

A dam is to be built at the head of the stream which feeds the lake and a power plant constructed to supply electric current for operating the farm machinery and lighting the buildings.

TWO EXPERIENCED SHEEP MEN TELL OF POSSIBILITIES

WISCONSIN RANCHER SAYS \$20 PER ACRE LAND PAYS HIM \$40 PER ACRE AT SHEEP FARMING.

HELP TO CLEAR LAND

ANOTHER SHEEP MAN SAYS SHEEP COME NEARER PRODUCING AS PER ESTIMATE THAN OTHER FARMING HE TRIED.

From Nov. 8, 1917, Edition of the Wisconsin Farmer.

In connection with the campaign now in progress to produce more sheep in Upper Wisconsin, the Wisconsin Farmer has the privilege to publish some information on this subject furnished by F. J. Hogoboom, manager of the O. B. Parhan & Company sheep ranch in Upper Wisconsin, which throws some light on the cost of going into the sheep business:

"A good two year old ewe will pay 20 per cent interest on \$50 and I am selling them for \$15. Our sheep sheared \$5 worth of wool this year and they have lambs at side that are worth from \$10 to \$12 each and I have some that weigh \$15 each and they are running on \$20 land and when it gets all grazed over well it will carry four ewes and their lambs to the acre and at that rate \$20 land will pay \$40 per acre per annum, and as to land clearing there is nothing that can beat them.

Sheep as Land Clearers.

"We have been here three years and we have about 800 acres cut off and the sheep have kept it sprouted so perfectly that the roots are entirely dead and anyone can come and see for themselves and need not take my word for it. I figure that 500 sheep are equal to a \$40 man and keep the man moving brush all summer and when the sheep get through the brush is killed. In this manner a man can handle northern Wisconsin land and make money besides clearing his land. We have made money every summer here on this ranch and I suppose we have as rough a ranch as you will find anywhere in the state."

G. M. Mashek, residing about sixty miles from Marinette, Wisconsin, claims that new cut-over lands will support two or three ewes and their lambs per acre and that after it has been pastured for several years it will carry five or six sheep per acre. He thinks the best of winter feed in the average Upper Wisconsin country at from \$2 to \$2.50 per head and says that lambs turned off clover pastures from cut-over lands will sell at the Chicago stockyards as grain-fed lambs. Mr. Mashek advises starting with western ewes and says that sheep will develop into better quality in the second and third year. In fact, sheep in the Great Lakes countries are always better two or three years after the original flock is brought from the West.

Disease Disappears.

Mr. Mashek had trouble with stomach worms in his herd of sheep imported to Wisconsin, but he says that the best proof he can have that the disease is that about six months later the disease had entirely disappeared.

The impression that the cold lands of Wisconsin are exceedingly cold in winter is erroneous. Those who have experimented with sheep both in Wisconsin and the western range country find that the losses are much less in Wisconsin. The sheep make their best gains on grass in Wisconsin after the first frost and until there is two or three inches of snow on the ground. Furthermore, this snow preserves the pasture and makes early feed in the spring. Before engaging in farming in Wisconsin Mr. Mashek worked out a set of figures indicating what the food production on various lines should be and he says his hopes and profits came nearer being realized in the sheep business than any other form of farming, he ever attempted.

WHAT WESTERN MAN SAYS OF WISCONSIN

K. O. Kohler of the state of Washington handled a considerable number of sheep in Upper Wisconsin a number of years ago. In an article in the May, 1918 edition of the National Wool Grower he says:

"I never saw a place that grew better red-clover than northern Wisconsin, and I prefer it to alfalfa for sheep feed. There is a world of feed going to waste in that section which will eventually be utilized."

WESTERN SHEEP AND WISCONSIN PURE-BRED RAMS ON THE 2,100 ACRE RANCH OF THE BUSBY-TAFT CO. IN MARINETTE COUNTY, WISCONSIN



INDIANA MEN START BIG SHEEP RANCH IN MARINETTE COUNTY

From the Wausaukee (Wis.) Independent, May 11, 1918.

The Island Lake Sheep Co. of Wausaukee is the name of a company recently incorporated for the purpose of developing a sheep ranch north of this village where the company has purchased 725 acres from the Skidmore Land Co. At a meeting held a few days ago the following were elected officers of the company: J. W. Shank, president; T. Wm. Hart, vice-president; Corry M. Shank, secretary-treasurer. The three officers comprise the board of directors of the company.

The ranch will be in active charge of Mr. and Mrs. Shank who came here from Indiana. A large acreage is being cleared and buildings are to be erected on the place during the summer. The first sheep will be brought to the ranch in the fall, the size of the flock depending on the amount of feed raised this season.

Several hundred acres of the land is covered with grass suitable for pasturing a large number of sheep and the plan is to enclose the entire tract with woven wire fencing.

The tract purchased takes in Grass Lake, about two miles north of Wausaukee, and extends into Island Lake, in fact the upper boundary line reaches far enough north to include the island from which the lake derived its name.

A dam is to be built at the head of the stream which feeds the lake and a power plant constructed to supply electric current for operating the farm machinery and lighting the buildings.

The men back of the project have had experience in sheep raising on an extensive scale and are confident of developing a great and profitable industry in Marinette County.