



MAKING THE LITTLE FARM PAY

By C. C. BOWSFIELD

THE man or woman who shows taste in preparing vegetables, fruit, butter and poultry for market is the one who gets fancy prices and big profits. It is partly reputation and partly the appearance of commodities that enable one to sell at high prices.

Here is an illustration: It costs 10 cents to feed a broiler up to the age of two months, and 5 cents more represents the expense of care and marketing. This is where the business is on a large scale. If the producer receives 25 cents for the bird he is barely getting cost and wages, but at 35 to 40 cents there is a liberal profit. The extra 10 or 20 cents is the thing to work for, and it is gained by supplying goods in nice order. These broilers may be fattened on sweet milk, shorts, cornmeal and boiled potatoes. This or similar food will give a wholesome, sweet, juicy flesh, which epicures will be willing to pay well for.

To appeal to the best trade produce of all kinds must be clean and fresh. There should be taste and care in arranging packages. It is possible to have an individuality about these matters which will hold customers after they have been found. An attractive article of merchandise virtually sells itself. This is particularly true of nice country produce.

It must be borne in mind that, while prevailing prices on commodities bear heavily on the poor, there are thousands in every large city who are willing and able to pay double the regular retail rates if they can obtain really choice produce direct from the farm.

The selling end of the farmer's business is of ever increasing importance. It is a feature of agricultural activity which urgently demands attention. There are thousands of skillful farmers who are poor salesmen and permit

legitimate profits to slip away from them. This, in some cases, represents the difference between failure and success. With the development in cities of a steady cash demand at high prices for all kinds of produce and a general improvement in transportation facilities, there is no good reason why the farmer should not realize greater returns on the commodities which he has to dispose of.

A New York business man who was forced to a New Jersey suburb on account of broken health is making a good living by repacking vegetables and fruit which he buys from farmers and truckers, repacking them and selling direct to the consumer. He has a large list of regular customers among the residents of the numerous small towns of his vicinity, who buy all their fruit and vegetables from him because they can depend upon getting them fresh, clean and sound.

A recent visit to the great produce market of South Water street, Chicago, disclosed the fact that hundreds of shippers send their apple crop—much of it fine fruit of good color and free from rot—to the commission men dumped into barrels regardless of size or condition, mixed with dirt, leaves and twigs, all tending to lower the value of the fruit, a condition which the commission men are quick to take advantage of. The merchants greatly increase their own profits by repacking the apples.

Any farmer or gardener who is located within reasonable distance of a good market will make more money by selling to retail dealers or consumers than by shipping his stuff to the commission men in the large cities. By careful attention he can in a short time establish a reputation for his produce which will bring more customers than he can serve.

A classified ad in The Bulletin is read by hundreds and brings the advertiser good returns for the money invested.

List your farm and city property with me. I will make an honest effort to sell it. C. V. SILVIS—Ad.

NOTICE FOR PUBLICATION.
Department of the Interior, U. S. Land Office at The Dalles, Oregon, January 6th, 1913.

Notice is hereby given that Frank J. Ekistead of Bend, Oregon, who on November 1st, 1909, made homestead entry No. 65493, for SE 1/4, W 1/4 NE 1/4 and SE 1/4 NE 1/4, sec. 19, and SW 1/4 NW 1/4, section 29, township 19 south, range 14 east, Willamette Meridian, has filed notice of intention to make final three year proof, to establish claim to the land above described, before H. C. Ellis, U. S. Commissioner, at his office at Bend, Oregon, on the 3rd day of March, 1913.

Claimant names as witnesses: Falukner F. Hafner, John A. Haguka, Loren B. Robb and Frank Masingale, all of Bend, Oregon. 46-50p C. W. MOORE, Register.

DIRECTORY OF OFFICIALS.

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Commissioners R. H. Bayley
..... Willis W. Brown

The Courts.
Circuit—Meets first Monday in May and third Monday in October.
Probate—Meets first Monday in each month.
Commissioners—Meets first Wednesday in January, March, May, July, September and November.
Bend School District No. 12.
Directors H. J. Overturf, Chmn
..... F. M. Ray
..... Clyde M. McKay
Clerk H. E. Allen
City of Bend.
Mayor G. P. Putnam
Recorder H. C. Ellis
Treasurer H. J. Overturf
Chief of Police S. E. Roberts
City Engineer George S. Young
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..... A. L. French
..... A. S. Collins
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Justices of the Peace
Bend Precinct Ward H. Coble
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The Bulletin has for sale a new swinging typewriter stand. Can be attached to any desk and is a handy and convenient office fixture.

FRATERNAL SOCIETIES.

I. O. O. F.
Bend Lodge No. 218
Regular Meetings every Monday night
Visitors welcome.
Ralph Spencer, J. E. Engbretonson,
N. G. Secretary.

M. W. OF A.
Pilot Butte Camp No. 9794
Meets every Tuesday in Sather Hall.
Visiting Neighbors always welcome.
E. A. Sather, V. C.
N. P. Weider, Clerk.

DESCHUTES LODGE NO. 103
K. of P.
Meets every Wednesday evening at 8 p. m. in Castle Hall, E. A. Sather Bldg. Visiting Knights welcome.
Joe Innes, C. C.
L. M. McReynolds,
K. of R. & S.

BEND LODGE NO. 130
A. F. & A. M.
Meets on Thursday on or before the full moon of each month. Visiting brothers always welcome.
J. D. Davidson, A. M. Lara,
W. M. Secretary

FRATERNAL BROTHERHOOD.
Regular meetings held by Bend Lodge No. 597 in Sather's Hall on the first and third Thursday evening each month. Visiting members of order always welcome.
J. B. MINER, Pres.
FRED HUEY, Sec.

REBEKAHS.
Bend Lodge No. 208 meets every second and fourth Friday evening, Sather's Hall. Visiting brothers and sisters welcomed.
MRS. A. L. FRENCH, N. G.
MRS. C. M. BRAGG, Sec.

ROYAL NEIGHBORS
Regular meeting on second and third Friday evenings at Sather's Hall.
MRS. A. C. LUCAS, Oracle.
MRS. A. ORCUTT, Recorder.

THE
ALTAMONT
MODERN
CLEAN
COMFORTABLE
STEAM HEAT
HOT WATER
BATHS
First Class
DINING ROOM
J. J. KLEIN, Proprietor.

BEND VIEW

is at an average elevation 100 feet above the city of Bend.

Commands a charming view of the city of Bend and the surrounding country.

15 minutes walk from business center. Lots 50x110.

BEND VIEW CO.
Bend, Ore.

Winter Shoe

REPAIRING
First Class Work of all kinds done promptly.
Washington and Mayer Shoes Sold.
R. H. LOVEN
Wall street, Bend, Ore.

Winter is Here

and Carter's Wood is what you need to keep you warm.

See me when you want wood. I WILL SAVE YOU MONEY.

F. M. Carter
The Wood Man.

PATENTS

VALUABLE INFORMATION FREE
If you have an invention or any patent matter, write immediately to W. W. WRIGHT, registered attorney Loan & Trust Bldg., Washington, D. C.

STORAGE AND FORWARDING.

GENERAL COMMISSION MERCHANTS

The United Warehouse Company

Bend, Oregon.

O'DONNELL BROTHERS UNION MARKET

FRUIT TREES

Our nursery is located on Powell Butte, fourteen miles east of Bend. Our trees are the kind we recommend after over thirty years experience in the fruit business in this neighborhood. Our prices and treatment will please you. Catalog free on request. Come and see our orchards and nursery. Office address, Prineville, Ore.
LAFOLLETTE NURSERY CO.

"THERE ALL THE HONOR LIES."
There is as much honor in being able to lay off a straight row, use the hoe dexterously and operate the mower or the binder correctly as to be a mechanic, a carpenter, a lawyer, a doctor or a merchant. It is not the kind of work one does, but the manner in which the work is done, that makes character.—Kansas Farmer.

NOT HOW MUCH, BUT HOW GOOD.
The man who on eighty acres gives self to high purposes and large living will easily outrank in intellectual power and social influence the mere money seeker on a farm many times larger. It isn't the size of the farm, but the quality of the farmer's methods, which determines his place in the community.—Iowa Homestead.

WORK OF SHEEP SHARPS.
They Fool You Sometimes by the Way the Animal is Trimmed.
Preparing sheep for the show ring is the work of an expert. The skillful shepherd can hide the defects of his sheep so that they are not apparent to the eye, and only the experienced judge can discover them. Sheep cannot be judged without feeling of them. The judge must use his hands far more than his eyes. The novice is often deceived by the way the sheep is trimmed. Often the sheep appears to be fat when it is thin.
After the sheep have been trimmed they usually are blanketed. The blankets keep them clean and prevent them from rubbing their wool, which

TO GO OVER THE BROOK.
Gate That Lets Both High Water and Low Pass Easily Beneath It.
A swinging water gate may be made in the following manner: Take a log about four inches in diameter. Drop it into the forks of two posts, one set on either bank of the stream. The



SWINGING WATER GATE.
(From Iowa Homestead.)

posts should be set three or four feet into the ground, and the log should be long enough for the ends to extend a foot or so beyond the forks of the posts. Suspend to this pole a gate made thus: Saw six inch boards the desired length and nail three or four crosspieces to them, clinching the nails so the gate will be strong. Bore holes in the top ends of these upright pieces for inserting the suspension wires.
These wires should run over the pole and be just right to keep the gate from striking the bed of the stream. If this gate swings clear it will let the water pass underneath it when the stream is swollen by the freshet and drop back to its natural position when the stream runs down.—Iowa Homestead.

Farming With Brains.
When one hears of a great yield of corn or small grain it is a safe guess that a good alfalfa or clover sod existed on the field not many years before.
The planting of good seed is the foundation of success in farming, and many there be who fail to build upon that foundation. For all such the outlook is discouraging.
The compost heap is the farmer's saving bank. There, little by little, he saves wealth that otherwise would go to waste, but, gathered together and properly used, will make the soil richer every year.
Diversified farming carries an idea of intensified farming—that is, getting the most profits from an acre of land. When crops are diversified the land is occupied longer and consequently yields more than when one crop is grown and the land lies fallow a large portion of the time.
Constantly you will hear men saying in public addresses and agricultural papers that it is impossible for the ordinary farmer to produce beef profitably, while just as constantly the farmers in the corn belt are throwing away the corn plant, which, if preserved in the silo, is the finest meat making food in the world.—Hoard's Dairyman.



PHOTOGRAPH BY OREGON AGRICULTURAL COLLEGE.
JUDGING SHEEP AT AGRICULTURAL COLLEGE.

would undo all the work of the shepherd. They also prevent the pulling of the wool by thoughtless persons. Persons who are ignorant of the effect upon the sheep and also on the temper of the shepherd delight to bury their fingers in the soft wool and then pull it. Whenever they poke their fingers into the wool a hole is left which is very hard to fill up. The wool is pulled out and gives the fleece a ragged appearance. The worst thing, however, is the large bruised spot which is made where the wool is pulled.—Kansas Industrialist.

Cowpeas and Hogs.
Cowpeas sown in corn and the entire crop pastured down by hogs gives one of the very best returns that can be secured from the land.

Help Fight the Great Red Plague

Citizens of the state are urged to inform themselves regarding this plague which is causing great suffering among boys and young men, and especially among the innocent girls and women of the state. Parents are urged to protect their children, and to provide clean, wholesome information in place of unclean misinformation they cannot now help getting.

Send for any of the following

FREE CIRCULARS

FOR YOUNG MEN
Circular No. 2—The Four Sex Lies.
Circular No. 9—Sex Truths for Men.

FOR OLDER BOYS (13 to 18 years of age)
Circular No. 8—Virility and Physical Development.

FOR YOUNGER BOYS (10 to 13 years of age)
Circular No. 7—The Secret of strength.

FOR GIRLS
Circular No. 4—A Plain Talk with Girls about their Health.

FOR YOUNG WOMEN
Circular No. 10—Physical Development, Marriage and Motherhood.

FOR PARENTS
Circular No. 1—The Need of Education in Sexual Hygiene.
Circular No. 3—When and How to Tell the Children.
Circular No. 5—A list of books for use in the family on Sex.

Send 2-cent stamp with your address to

Department D
The Oregon State Board of Health
703 Selling Building, Portland, Oregon