### HOME, ANY FARM MAGAZINE SECTION

# Value of Automobile to the Farmer

**E**VERY person who has lived in the country for any length of time has wished at one time or another, and perhaps often, that he had "wings like a bird" or some other power with which to fly quickly to town, to the postoffice of telegraph, to the repair shop, to the doctor's or to some other place of imme-diate need. In times of emergency the farm horse or the roadster, no matter how fast or sure, furnishes a means of getting there that is altogether too slow. But on most farms the good old horse must fulmost farms the good old horse must ful-fill the wish, and he does his duty to the

fill the wish, and he does his duty to the best of his ability. Faithful and willing as the horse is, farmers have come to know that for quick locomotion there is a better way—the automobile. Not only for emergency purposes, but also for ordinary business trips, for delivery of produce, for farm work, for numerous other economic pur-poses as well as for pleasure, the autoposes, as well as for pleasure, the auto-mobile has come to be a necessity on thousands of farms.

After the chores are done in the even-ing, the owner of an automobile can reach town in 15 or 20 minutes, depending upon the distance he has to travel. Per-haps the housewife has run out of groceries—a quick trip to town will soon re-plenish the supply. If the farmer, has arranged with a neighbor for a bag of seed, it can be brough home in the motor with a great saving of time. car

And speaking of saving time-what





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happens if a bolt or casting of a binder breaks during harvesting time, or of the thresher during threshing operations? If there is an automobile present these things could be secured in record time, while if the farmer had to hitch up a while it the farmer had to fitch up a horse and drive to town, he would lose half a day and the machine and men would be idle. In times of sickness a doctor can be secured without delay by going for him and bringing him back in the car. Scores of other cases could be cited to show that the automobile has come to be a necessity to the farmer.

### **Actual Experiences**.

Besides being of great service, the automobile is a means of accomplishing many economies on the farm, not only in actual savings over other means of transportation but in other ways. One farmer in Indiana, who is enthusiastic over his ownership of a car, gives in his own words this illustration:

words this illustration: "I have been patting myself on the back all Winter for crecting a silo last Fall to put my corn in as soon as it was cut. I had never fed any sliage to my cows, but after I got an automobile I visited all the farms for miles around and found that nearly all the dairy farm-ers had slios. They told me that it was a waste of money to keep cows without feeding sliage." This farmer discovered that he could

This farmer discovered that he could This farmer discovered that he could make appreciable savings as a result of trips in his automobile to neighboring farms. The automobile had opened up a new field for him. Besides making savings himself, he decided to pass the good work along. His brother lived about 20 miles away from him, but the farmer brought him over to see his new con-crete silo and now the cows on another farm are being fed silage.

Helped to Build Barn.

Another farmer, this time in Ohio, decided to erect a "fireproof" barn. All the builders in the neighboring town were busy with work near their homes where

husy with work near their homes where they wished to spend their evenings. Even the offer of higher pay was not sufficient to induce them to go to the country. Then a happy thought struck the farmer. His automobile could carry five per-sons besides himself comfortably, so he decided to offer to bring the men to the farm in the mornings and take them back to town in the evenings. The offer was accepted and soon two of the five men who undertook the work decided to stay at the farm all the time. The farmer at the farm all the time. The farmer then induced two more men to help in the work. He thus had seven men at the induced two more men at the work. He thus had seven men at work, five having their evenings at home and two at the farm. In addition to conveying the men, the farmer made trips to town with the car for cement, steel shapes and other supplies and there-by kept the men steadily at work until the barn was built. the barn was built.

### Saved Buildings From Fire.

In a certain part of Kansas an automobile was the means of saving a house and barns from fire. Late one evening the farmer discovered that one of his feeding sheds was on fire. There being no telephone system in the locality, he jumped in his car and went for help to the homes of neighbors. From the near-est neighbor's he brought back three or four men, and left them to protect the house, barns and other buildings as best house, barns and other buildings as best they could until more help was secured. Repeated trips were made in the car in quick time until a sufficient number of men were on hand to save the situation. Had it not been for the automobile, this farmer claims, it is probable that all his buildings, including the house, would have been destroyed.

**Doubled Sales in Five Months**, The proprietor of a dairy in Illinois became dissatisfied with his sales in Chicago. He hired an automobile and made a personal canvass of his 175 customers. His city salesman had been spending all his time making a weekly round; the boss covered the ground in two days and discovered that a little more personal attention would greatly increase his sales. He rearranged his time at the cream-He rearranged his time at the cream-ery and found that he could devote about half his time to the Chicago end of his business. He eliminated the salesman and bought a runabout. He doubled his sales in five months and as a result of the increased output at the creamery, was able to make a substantial reduction in the cost of production.

# Going to the Fair? ALVE-IN-HEAD

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# Howard Automobile Co.

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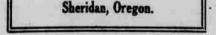
BRANCHES-San Francisco, Oakland, Los Angeles

# **BARGAINS IN FARMS** FOR SALE ONLY

TALK ABOUT BUTS: LOOK AT THIS. AND THEN GET BUSY-40 to 60 acres, 8 miles east of Carrol-ton, Wash, 5 acres in cultivation, 25 acres level to acres in pasture, only 8 acres too steep to cultivate; at least 75,000 free of cedar and piling, fine spring at house, also creek flows through the place, 8 acres now in crop; small house and barn, chicken-house and woodshed; 1% miles to school; cream route; only 2 miles to rock road. With this place goes 4-year-old colt, 2 brood sows, 1 boar, all household goods, some onious, polatoes, hog feed, farm im-plements and tooks to work the place; on main county road and R, F D. There is about 2000 worth cascara bark on the place; f1350.

THE FOLLOWING IS ONE OF THE BEST FARMS I HAVE BEEN LUCKY IN GET-TING TO SELL, LOOK INTO IT AF ONCE, FOR IT IS ONE OF THE FEW 109 acres, 5 miles from Waterloo and Sweet Home, Or. 1 mile to school, on R. F. D. and cream route. Land is fine river bottom, black loam soil, 50 acres in cultivation, 20 now in crop, 59 acres in cultivation, 20 now in crop, 50 acres in cultivation, 50 now in crop, 50 acres in c

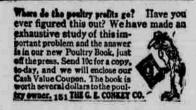
- A FINE suburban home, close to two cities, at giveaway figures: 4 acres on Oregon City carline, near Gladstone; has a fine 4 room house, good barn, chicken-house, summer kitchen, a number of fine fruit tress in full bearing, and berries of all kinds, good water; woren-wire fences; all in cultivation. You can buy this pretty place for only \$2530, \$250 cash will handle and easy terms on the balance.
- and easy terms on the balance. 80 ACRES, 5 miles from Molalia, Or.: 15 acres has been cultivated, 15 more has been slashed and goat-pastured and with very little labor can be put in entiration: the balance is in fir cedar and hemiouk timber: a fine creek crosses the place; has 5 beautiful springs with water piped to house; there is a small house and other buildings; fenced and cross-fenced; just think, \$2400 will buy this place, with only a cash payment of \$500, terms on balance, 6 per cent interest.
- b per cent jaircrest. THIS LAND IS WORTH 440 PER ACRE. 400 acres, Wexoc Co., Or., S miles from Priend P. O., R. R. station, and T miles southwest of Dufur: the poads are good: fine creek through the place; it is all rich, black soil; 320 acres tillable, the balance is fine pasture land; has 120 acres of very blee timber: the price is only \$15 per acre and you can buy it for \$500 down and easy terms on remainder.



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#### For Work and Pleasure.

The foregoing cases are given merely to show a few of the varied services that an automobile can perform. They refer to passenger cars and not to commercial motors. The latter also have an important place upon the farm, but will not be discussed in this article. The passenger if properly applied. It is not uncommon to see or hear of farmers sawing wood used to them .- Colman's Rural World,

### The Following Are for Trade or Sale

- 98 ACRES, 4 miles northwest of Junction City, on good gravel road, 50 acres under cultivation and in crop; 40 acres in small limber, level and under woven-wire fence, family orchard and all kinds of berries; 7-room house, barn and all outbuildings; R. F. D. and cream route; price \$100 per acre; will trade for a smaller farm up to \$7500, in the Willamette Valley.
- cone, in the winners values.
  119 ACREE, 2 miles from Sweet Home, Or. Crushed rock roads, 80 acres level and in cultivation, 15 acres in bienting orchard, all kinds of berries, good house and barn, amokehouse, biacksmith shop and other outbuildings. Cream route. Price \$11,-900. Will consider a smaller farm up to \$7500. Must have \$1500 in cash and a mortgage back on the balance.
  220 ACRES 24 miles fear Each in
- 320 ACRES, 24 miles from Fort Rock, in Lake County, Or. All tevel and tillable, 60 acres in cultivation, 175 acres cleared. Under fence. Small orchard, small house and barn, on cream route. This is con-sidered one of the best ranches in that district. The price is \$5750. Will trade for a farm in the Willamette Valley up to \$7000.

HERE IS A BEAUTIFUL PLACE. SS acres, 5 miles east of Oregon City and 21 miles from Portland, 40 acres in cuiti-vation; balance in pasture, sil easily cleared. Bounded on two sides by Clear Creek; 2 living springs, can be piped to house, good 7-room house, large barn, chicken and hog houses, family orchard, sil kinds of berries, store on adjoining place, 4 mile to schools, churches within 5 miles, telephone, cream route and R. F., B. Good team, harnes and waren, mower, hack seeder, cuitivalor, cider press, cow and brood sow. Price \$8500. Will trade for a place east of the mountains in Oregon up to \$5506.

102 ACRES at Rooster Rock, on Columbia River, close to Portland, Or.; station on the place; 35 acres in cultivation, 2 small nouses with bath and tollet, large barn, modern hoghouses, blacksmith shop, fine water supply from spring on highest point of property, 40 acres is fine view property and can be subdivided into acre tracts and sold for Summer homes. There are 8 acres f beaverdam land in cultivation. The price is \$20,000. Will take a smaller place to \$9000 and a morigage back at \$ per cent interest for 10 years.

## JOHN E. HOWARD 309 Chamber of Commerce, Portland, Oregon