

Are You Open-Minded?

The average American is open-minded.

American business is conducted by true Americans of vision, open-minded men who believe in their country and strive to meet their country's needs. The men in the packing industry are no exception to the rule.

The business of Swift & Company has grown as the nation has progressed. Its affairs have been conducted honorably, efficiently, and economically, reducing the margin between the cost of live stock and the selling price of dressed meat, until today the profit is only a fraction of a cent a pound—too small to have any noticeable effect on prices.

The packing industry is a big, vital industry—one of the most important in the country. Do you understand it?

Swift & Company presents facts in the advertisements that appear in this paper. They are addressed to every open-minded person in the country.

The booklet of preceding chapters in this story of the packing industry, will be mailed on request to
Swift & Company
Union Stock Yards - Chicago, Illinois

Swift & Company
U. S. A.



If a woman is patriotic she never deserts her colors.

Cravenettes and roll-top desks hide a great many things from the public.

When Baby is Teething GROVER'S BABY EXPELLER MEDICINE will soothe the Stomach and Bowel troubles. Perfectly harmless. See directions on the bottle.

Not hard names nor hard blows, but hard faces are what win victory.—Late Kehr Hardie.

Novel Excuse.
One morning my little sister was washing herself when we heard her exclaim: "Mamma, I can't wash my ears;—there is too much fancy work in them."—Chicago American.

Constipation can be cured without drugs. Nature's own remedy—selected herbs—is Garfield Tea.—Adv.

The plot of the modern spectacular play seems to have been hatched from the stage setting.

RAPID DEVELOPMENT IN LIVE STOCK INDUSTRY IN SOUTH IS REPORTED



DAIRY HERD ON A SOUTHERN FARM.

(Prepared by the United States Department of Agriculture.)

The live-stock industry in the Southern states is progressing at a rapid rate. Some of the things beef-cattle extension specialists of the United States department of agriculture are doing to encourage a combination of live-stock production with cotton growing are described in recent reports from the field. As a result of their activities thousands of pure-bred cattle are being shipped into every Southern state and carloads of fat stock are being sent to live-stock markets from farms where cotton formerly was grown exclusively.

During a recent month the specialists visited 154 farms in 113 counties in the states of Arkansas, Florida, Georgia, Mississippi, North Carolina, South Carolina and Tennessee, and traveled 32,587 miles to give specific instructions to farmers and to confer with other extension workers on beef production. They attended ten meetings, held twelve demonstrations, and through their efforts a total of 129 pure-bred bulls, 324 pure-bred cows, and 1,805 grade cattle were placed on farms in the different states. During the month also a general conference was held at Memphis, Tenn., which was attended by state and federal representatives of the department of agriculture, directors of state experiment stations and extension workers, state agents, veterinarians, and others interested in promoting more and better live stock in the South.

Assist in Live-Stock Shows.
Among the many duties of the beef-cattle specialists is to assist with the live-stock work in connection with live-stock shows, and county and state fairs. They assist breeders in making selections of feeding animals for shows, in arranging judging contests and demonstrations, and in securing better classifications and premiums for worthy exhibits, all of which has been the means of arousing interest and making live-stock exhibits a more attractive feature at the fairs.

The beef-cattle specialists from Arkansas made an exhibit at the tri-state fair held in Memphis in which was shown the best methods of feeding and raising live stock. Improved cattle-feeding sheds, feeding bunk and silos were shown together with a number of instructive placards giving such information as suitable fattening rations for 1,000-pound steers, and wintering rations for the breeding herd. Farmers were urged to cull their breeding herds at this time of the year and dispose of all inferior animals. Arkansas farmers, particularly in the rice-growing sections where there is abundant pasture and plenty of straw, have been good buyers of cattle from the drought area in the Southwest.

Plenty of Feed Available.
There are extensive areas in Florida that are not now being used which would graze a large number of cattle, the extension specialists say, though the farmers are fast awakening to the possibilities of the live-stock industry. It is reported that the holdings of one company alone would carry 20,000 head if completely utilized.

Reports from Georgia say that pastures are good and feed is plentiful, particularly velvet beans, and that undoubtedly there will be a large number of cattle fed in that state this year. The specialists are continually being called upon to locate feeder cattle for farmers in both Georgia and Florida, and several large shipments have already been made from the Southwest and other sections. It is estimated that 100 carloads will be brought into Georgia alone from Texas this fall.

Feeding demonstrations are being arranged on 12 to 15 farms in different sections of Mississippi, and plans have been made to conduct them through the co-operation of county and district agents. Special attention will be given to demonstrations in pasturing velvet beans, and velvet beans and corn.

Pure-Bred Stock in Demand.
Orders have been placed for more than fifty carloads of breeding stock to be shipped from the Southwest to North Carolina and the total number purchased will undoubtedly far exceed this number. There is also much interest in the purchasing of pure-bred bulls, and extension specialists are planning to hold several consignment sales in the state in an effort to meet the demand. As a means

of further stimulating the beef-cattle industry a campaign is being conducted for the building of silos and improving the pastures in the state.

In South Carolina also the demand for pure-bred stock as well as steers for fall and winter feeding, far exceeds the available supply. In a number of localities committees of representative farmers, accompanied by specialists, have gone into other states to purchase breeding stock. At a recent disbursement sale of 24 head of pure-bred cattle, 21 of the animals remained in the state, the farmers being anxious to retain them to build up their herds.

Arrangements were made by Tennessee stockmen with the Union Stock Yards company in Nashville for holding the annual sale of the Middle Tennessee Breeders' association at the yards. The company provided stall space for the cattle, a sale ring, and in other ways helped make the sale a success. The farmers of the state are much interested in pasture improvement and the keeping of live stock as a means of meeting the labor shortage.

BUREAU OF MARKETS IS MOST RELIABLE

Information Given Relative to Chicago Stock Market.

So Accurate Have Estimates Been That Shippers and Farmers in All Sections Place Utmost Confidence in Reports.

(Prepared by the United States Department of Agriculture.)

Commendation has been voiced by live stock farmers and the trade concerning the work of the United States bureau of markets in issuing all telegraphic information of a public or commercial character relative to the Chicago live stock market. Previous to the last few months such reports were sent out promiscuously by private individuals who, in some cases, were accused of manipulating the reports in favor of one interest or another. At least, this sentiment pervaded the trade to the extent that the live stock industry was injured by the mere existence of such opinion.

It was on this account that Uncle Sam was requested to collect facts and figures daily about the market conditions and receipts and to disseminate this authentic information as widely as possible by telegraph. The daily market reports include an estimate of the daily receipts of each class of live stock, this being one of the important features of the service, as trading at Chicago is based to a large degree on the Chicago "run." Furthermore, the trading on the outside markets is also determined more or less by the vicissitudes of the Chicago trade. Hence it can be seen readily that any serious discrepancy in the estimate of a certain day compared with the actual receipts, whether intentional or accidental, might influence the entire day's marketing and trading at leading live stock centers.

Under the system now used in Chicago for obtaining figures upon which to base an accurate estimate, the service is showing marked improvement over the previous efforts of private individuals. The bureau of markets bases its estimate on cars reported in and due to arrive by every railroad each day and the result of this plan has been so successful that the shippers and farmers in all sections place confidence in the accuracy and reliability of the government reports. Illustrative of the accuracy of the government reports, many large firms at the Chicago stockyards, which formerly employed special men to collect this information, are now using exclusively the official estimates of the bureau of markets. It is anticipated that the federal figures soon will be the only ones credited at the "yards."

Give Hens Comfortable Pens.
Hens must have comfortable quarters when the weather is unfavorable. This is necessary for them to be at all profitable.

Cause of Poultry Troubles.
Leaky roofs on poultry houses and bad draughts in the walls are likely to cause colds, roup, rheumatism and other troublesome diseases.

RECIPE FOR GRAY HAIR.

To half pint of water add 1 oz. Bay Rum, a small box of Barbo Compound, and ¼ oz. of glycerine. Any druggist can put this up or you can mix it at home at very little cost. Full directions for making and use come in each box of Barbo Compound. It will gradually darken streaked, faded gray hair, and make it soft and glossy. It will not color the scalp, is not sticky or greasy, and does not rub off. Adv.

In Most Cases.
"How do you pronounce 'hauteur'?"
"Hot air, in some cases."

Headaches, Bilious Attacks, Indigestion, are cured by taking May Apple, Aloe, Jalap made into Pleasant Pellets (Dr. Pierce's). Adv.

No man is ever great from his neighbor's point of view.

Don't trifle with a cold—it's dangerous. You can't afford to risk Influenza. Keep always at hand a box of



Standard cold remedy for 20 years—in tablet form—safe, sure, no opiates—breaks up a cold in 24 hours—relieves grip in 3 days. Money back if not cured. The genuine box has a Red Top with Mr. Hill's picture. At All Drug Stores.

SAFE, GENTLE REMEDY CLEANSSES YOUR KIDNEYS

For centuries GOLD MEDAL Haarlem Oil has been a standard household remedy. They are the pure, original imported Haarlem Oil your great-grandmother used, and are perfectly harmless. The healing, soothing oil soaks into the cells and lining of the kidneys and through the bladder, driving out the poisonous germs. New life, fresh strength and health will come as you continue the treatment. When completely restored to your usual vigor, continue taking a capsule or two each day; they will keep you in condition and prevent a return of the disease.

Do not delay a minute. Delays are especially dangerous in kidney and bladder trouble. All druggists sell GOLD MEDAL Haarlem Oil Capsules. They will refund the money if not as represented. GOLD MEDAL Haarlem Oil Capsules are imported direct from the laboratories in Holland. They are prepared in correct quantity and convenient form, are easy to take and are positively guaranteed to give prompt relief. In three sizes, sealed packages. Ask for the original imported GOLD MEDAL. Accept no substitutes.—Adv.

Some men are quite regular in their habits—but their habits are bad.

Constipation, indigestion, sick-headache and bilious conditions are overcome by a course of Garfield Tea. Drink on retiring.—Adv.

Some men can't head a procession even when they die.

Acid Stomach, Heartburn and Nausea quickly disappear with the use of Wright's Indian Vegetable Pills. Send for trial box to 372 Pearl St., New York. Adv.

Men know that men are not born equal, but nobody will admit it.

have been a standard household remedy. They are the pure, original imported Haarlem Oil your great-grandmother used, and are perfectly harmless. The healing, soothing oil soaks into the cells and lining of the kidneys and through the bladder, driving out the poisonous germs. New life, fresh strength and health will come as you continue the treatment. When completely restored to your usual vigor, continue taking a capsule or two each day; they will keep you in condition and prevent a return of the disease.

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Strong Combination.

"Couldn't sell that graphophone."
"Too bad."
"Tried hard, too. Both the machine and myself were talking."—Louisville Courier-Journal.

No Worms in a Healthy Child
All children troubled with worms have an unhealthy color, which indicates poor blood, and as a rule, there is more or less stomach disturbance. GILBY'S PASTILS and castor oil give regularity for two or three weeks will enrich the blood, improve the digestion, and act as a general strengthening Tonic to the whole system. Nature will then throw off or digest the worms, and the child will be in perfect health. Pleasant to take. 50¢ per bottle.

Many a girl with teeth like pearls is as stupid as an oyster.

After the "Flu" —Fever or Cold

Clean the Acidity and Toxic Poisons Out of the Digestive Tract

Millions are now suffering from the after effects of the deadly "flu," a fever or a cold. Their appetites are poor; they are weak, and they are waiting for their strength to come back.

If these people could only realize that the return to health and strength would be greatly helped by giving attention to the stomach—that is, removing the acidity and toxic poisons from the entire digestive tract, making it act naturally, so that the body will receive the full strength of the food eaten—a great deal of suffering would be saved to humanity.

Everyone knows that the disease itself, and the strong medicines that have been taken, upset the stomach, leave it hot and feverish, the mouth dry, the tongue coated, a nasty taste, and no desire to eat. This is a poor foundation to build new strength on.

Now, tens of thousands of people all over this country are using EATONIC for the purpose of cleaning these poisonous after-effects right out of the system and they are obtaining wonderful results—so wonderful that the amazingly quick benefits are hardly believable, just as shown in the remarkable letter which is published upon the request of this sturdy old Civil War veteran. He is 77 years old. Read what he says EATONIC did for him:

"I am an old soldier, past seventy-seven years. I had the Spanish influenza and it left my stomach

in an awful shape. I tried three different doctors but got no relief. As a last resort I went and got a box of EATONIC and to my great surprise the very first tablet I took helped me. I can now eat anything I want, and feel fine."

Fowler, Indiana
Dec. 4, 1918
C. S. Martin

P. S.: If you can make any use of this letter for suffering human it, you are at liberty to do so. C. S. M.

This is only one case out of thousands. You should make the EATONIC test in your own case at once. You have everything to gain—not a penny can you lose, for we take all the risk. Your own common sense, your own feelings, tell you that a good appetite, good digestion, a good stomach, with the fever poisons and effects of strong medicines out of your system, will put you on the road to strong, robust health again.

You want to enjoy life again after you have battled with the "flu," fever or colds, or any other illness that has taken your strength. You want to get back your old-time vigor, be full of pep and enthusiasm—be able to work with ease. Instead of listlessly, half-heartedly dragging out a mere existence.

So be sure to take a box of EATONIC home with you today. We cannot urge this too strongly. If EATONIC fails to give you positive beneficial results, it will not cost you a penny. There is no risk—the benefit is surely all for you.

EATONIC FOR YOUR ACID-STOMACH

NOTE—Over 20,000 drug stores throughout the United States sell and guarantee EATONIC. If you cannot obtain EATONIC quickly at your drug store, do not be without it. Write for mail order a big 50¢ box at once and you can send us the 50¢ after you get it. Add: H. L. Kramer, Pres., EATONIC REMEDY CO., 1944 S. Wabash Ave., Chicago, Ill.

BLACKMANS MEDICATED SALT BRICK

STOCK LICK IT
HORSES, CATTLE, SHEEP & PIGS

STOCK LIKE IT
DROP BRICK IN FEED BOX

CONTAINS COPPERAS FOR WORMS, SULPHUR FOR THE BLOOD, SALT PETER FOR THE KIDNEYS, MIXED WITH A TONIC AND PURE DAILY USE BY VETERINARIANS 12 YEARS NO DOSING. ASK YOUR DEALER FOR BLACKMANS OR WRITE

BLACKMAN STOCK REMEDY COMPANY Chattanooga, Tenn.

AVOID INFLUENZA AND PNEUMONIA BY USING

GOWAN'S Rub-It-On

The pleasant, effective, external application for colds, cough, pleurisy, pneumonia, etc. Nothing but healing. Ask your druggist. Price, 50¢. 814 Broadway, New York.

A Bad Cough
If neglected, often leads to serious trouble. Safeguard your health, relieve your distress and soothe your irritated throat by taking

PARKER'S HAIR BALSAM
A better preparation of herbs helps to eradicate dandruff. For Restoring Color and Beauty to Gray or Faded Hair. 50¢ and \$1.00 at all Druggists.

PISO'S PATENTS Watson B. Coleman, Washington, D.C. Patent Attorney. Best results.

IT'S SUMMERTIME IN FLORIDA

Free yourself from the danger and anxiety of colds and sickness and the costly fuel bill and come where the skies are ever blue and the sun is bright and warm, sit out doors and eat oranges fresh-picked from our producing groves.

There are thousands of acres of oranges and grapefruit in the Lake Alfred-Florence-Vincennes section, for ours is the proven area for safety and big returns. We have superior elevation, affording fine air and water drainage and freedom from mosquitoes or other pests; fertile soil underlaid with clay, holding moisture and plant food; remarkable frost-protection because of location, altitude and the moderating influence of ninety lakes within a four-mile radius; the best drinking water in the state; ideal situation on the main line of the A. C. L. railroad; wonderful and extensive system of hard (asphalt) auto roads, and many other advantages.

We offer these orange and grapefruit groves at reasonable prices and terms spread over a number of years. Prices depend upon location and age of trees. Over three thousand (3,000) acres are planted at Lake Alfred. We can furnish groves in bearing, paying fine net incomes, or young groves just as fine, at much less money, which will bear in a couple of years or so.

Our community grove care service is an ideal arrangement whether grove-owners reside upon their property the year around or not. Summers in this high-altitude-lake-district are as agreeable as the winters. With competent crews working under the direct supervision of our expert grower, whose ability and fitness are recognized by both state and federal departments, we take over all care and responsibility of your grove, if you so desire, thereby freeing you from obligation of personal attention and at the same time guaranteeing you against all risk of inexperience, inefficiency or neglect. Our large buying power and continuous use of skilled labor saves you money. The high type of scientific care and development we furnish is best proven by the fine condition of the groves at Lake Alfred and the satisfaction of the owners who live on their land and who have used our service continuously since the day we took hold, years ago.

Our business policy is unique in many respects. We will not sell you an incompetency and integrity you can rely. We wish you to make observations and comparisons in your own way. Our home office at Lake Alfred will extend every facility enabling you to form accurate judgment. Whether you buy or not you will enjoy our uniform courtesy and service. It is through the many and general good opinions of others that most of our sales have come.

Write today for our free illustrated descriptive booklet giving additional information. Response is promptly mailed.

FLORIDA FRUITLANDS CO., S. K. Thorpe, Northern Sales Mgr., 45 E. 42nd St., New York City