

# MONTANA'S SPLENDID NATURAL WEALTH AND THE POSSIBILITIES IT CONTAINS

Address of A. L. Stone of Dillon Before the State Bankers Contains Much Valuable Information and is Replete With Helpful Suggestion Regarding the Development of Montana's Vast Resources.

A. L. Stone of Dillon, speaking yesterday before the bankers of the state, presented graphically the resources of Montana. Mr. Stone's address was one of the strong talks of the meeting. He said: When Mr. Bogart assigned me a place on the program, and suggested that I take for my subject "The Resources of Montana," I do not know whether it was with the thought that I could, within the bounds of an address, squeeze in enough of the salient points to give a birdseye view of the subject, or because he knew that the field was large enough so that, no matter how I floundered around, I would get out with something.

While we, who have taken pains to inform ourselves of our surroundings and upon what is going on, are staggered by the extent of our undeveloped resources and the possibilities of the future, I doubt whether there is a portion of the United States which has been as little exploited, or about which the people generally know less.

The idea of the ordinary outside man is summed up in a dozen words—an immense state, mountains, mines, cowboys, Indians, cold winters and deep snows. The thought that there are millions of acres of the best agricultural land on earth, and practically unlimited power now going to waste, that will some day be used for industrial purposes, has never been suggested to him, for we have never taken the trouble to make it known.

Advertising Needed. Florida, the south, Kansas, Nebraska, California, Oregon, Washington and Idaho have all been advertised to their advantages heralded to the world, and a wave of homeseekers have swept across Montana and filled the three latter states, but has left hardly enough straggling settlers among us to indicate that there has been any migration. Fostered by judicious advertising and cheap railroad rates, this influx has continued until, because of sheer filling up of the territory, the back ways have receded into our own state, and we are

beginning to get some of it, in spite of ourselves.

I have wondered, whether the dearth of information regarding Montana and our indifference as to whether we have more people was not to be attributed largely to our environment and the influence it has upon us. There is something inspiring in our sunny skies and mountain air, something that makes a man independent, self centered, and buoyant-satisfied with his health and prosperity—with his communion with God and nature, to the extent that he does not miss the companionship of his fellow man, to the extent that, in some cases he does not want to be crowded by him.

### Montana.

The state of Montana is practically 500 miles long and 200 miles wide—as large as the combined area of New York, Pennsylvania, Indiana, Maryland and Connecticut—or nearly the size of Sweden. It has one county, Chouteau, larger than Denmark, and Custer county is larger than the state of Maryland. Montana comprises about 310,000 acres of land which, in a rough way, are divided into 25,000,000 acres mountains, 30,000,000 farming and 25,000,000 grazing land.

The large extent of territory modified by mountain ranges, make quite considerable differences of temperature and rainfall in the different localities. However, the climate is unexcelled. With uniformly bright skies, no hot or muggy oppressive weather, no tornadoes or cyclones, no blizzards, and but few violent storms, it is such high ideal. The cold snaps of wintery little discomfort, the bright, crisp air seeming to quicken the circulation and stimulate the energies both mental and physical. One has but to experience it in order to mark the difference between a like temperature in Montana and at sea level, or near large bodies of water. The only season open to criticism by the most exacting climate hunter is spring. As a rule, "winter lingers in her lap" a little longer, and the rains and snows

accompanying this parting, while the making of the vegetation, are not always appreciated by the inhabitants.

### Sanitary Conditions.

There are no diseases peculiar to the state, no malaria or fevers, and residence here is almost a certain cure for affections of the lungs, throat and nose. Thermal and medicinal springs abound, and when, in later years, we cast about and begin to utilize our lesser and overlooked resources, we will be known as the "Switzerland of America," and following in the wake of our thrifty California neighbors, be advertising our climate, scenery and natural curative waters as a panacea for all the ills to which human flesh is heir.

### Mineral Wealth.

The 26,000,000 acres of land listed as mountains must not be regarded as waste, for in these hills are hidden, perhaps, the richest mineral deposits on earth. In the year 1907, there was taken from them 220,108,792 pounds of copper, worth \$4,021,738, and this was only 75 per cent of the yield for the former year. The producers curtailing the output on account of the low price of copper and the large surplus on hand. In the same year there was produced of silver 9,317,605 ounces, valued at \$6,149,819; gold, 138,359 ounces, valued at \$1,186,212; lead, 3,718,304 pounds valued at \$198,896; zinc, 24,100 pounds valued at \$13,242, making a total production in value of \$23,670,592. The production of coal was 2,030,554 tons, having a minimum value of \$5,076,410.

It must not be assumed that we have reached the maximum output of our mines, for there are new known districts to be opened up as soon as they have railroad facilities, and other districts which are yet virgin soil to be prospected. The Elkhorn district in Beaverhead county we believe will some day be a rival of Butte in the production of copper, and there are mines of iron, graphite, tungsten and the rarer metals awaiting development as the country shall fill up, and transportation and labor become cheaper. So far, we have merely scratched the surface, and seized what was most accessible.

In Ferns county, we have an industry which belongs almost exclusively to this state—the digging of sapphires. This industry is also in infancy, and the extent to which precious stones will be produced in the future, like that of our mineral products, can only be conjectured.

We have 22,000 square miles of coal beds—the greatest in extent of any state in the union, and still, last year, we produced less than half the coal we burned.

### Livestock.

The livestock interests of our state are among the first importance. Our nutritious grasses favorable cli-

mate and plenty of pure water combine to give us conditions under which we raise the most perfect types of animals. We claim for our horses, the best eyes, the cleanest limbs, and the most enduring qualities; for our cattle, the heaviest weight, for our sheep the best wool, and for all the greatest freedom from disease of those raised anywhere.

In 1907, we marketed 26,000 horses valued at \$1,300,000; 274,542 head of cattle, valued at \$11,000,000; 2,500,000 sheep valued at \$8,750,000; and 38,006,613 pounds of wool valued at \$8,000,000, which, increased by the return from mules, goats and hogs, gives a total from our livestock interests of \$30,000,000.

A large proportion of our cattle and sheep go to market direct from the ranges. Of late years, a continually increasing number of them are being fattened, Gallatin valley and some other valleys are using grain and hay, while Billings uses beet pulp and hay.

Recently, we have developed a phase of the livestock industry which a few years ago would have been regarded as impossible—the fattening of steers on wild hay. This best makes wild the best grain fed in both the eastern and coast markets. In Beaverhead county alone 20,000 were thus fattened during the past winter, and sold for 5 cents a pound on cars at the shipping points. Big Hole basin steers have the reputation of killing out with less shrink and hanging up nicer looking and better meat than those fattened on grain.

### Agriculture.

We do not claim that our state will produce successfully all of the vegetable and fruits raised in a latitude 40 or 45 degrees north of us. We have not a tropical or subtropical climate, and vegetation requiring it we will have to leave to other sections of the country. But we do have a climate which is exactly suited to a certain line of staple farm products, and this in connection with a soil of unsurpassed fertility, places us in the very front of producers of wheat, oats, barley, rye, potatoes and hay. We can not yet compare with other states in quantities of agricultural products, as we do in mining and stock raising, for in farming we have scarcely passed the experimental stage, but what we have done and are doing shows our capability, and forecasts our greatness as an agricultural state.

According to the report of the United States department of agriculture, we raised in 1907, 1,000,000 bushels of spring wheat on 125,000 acres; 11,500,000 bushels of oats on 1,000,000 acres; 600,000 bushels of barley on 17,000 acres; 47,000 bushels of rye on 2,100 acres; 436,000 bushels of flax seed on 31,000 acres; 2,700,000 bushels of potatoes on 20,000 acres; 850,000 tons of hay on 450,000 acres.

Montana wheat ranks with the very best of Minnesota and Dakota. Montana oats are in a class by themselves, and, so far as I know, have no competitor in quality, her barley has an international reputation; her flax has the world's record for oil content; her potatoes, when raised on dry ground, are without a superior; the quality of her hay I have already referred to. No one who has seen our cereals and hay and those raised in the humid states but has been struck with the bright, clean appearance of the Montana product, and its absolute freedom from dust and mold.

### Great Yields.

In per acre yield, Montana stands first almost all of these products. Our wheat yields 28 bushels per acre against 12 for Minnesota; 14 for Kansas and 14 for the United States average. Oats 48 bushels against a general average of 23; barley 28 bushels against a general average of 26 bushels; rye 24 bushels against 15; potatoes 176 bushels against 84; hay 2 tons against 1 1/2 tons.

Again referring to the report of the United States department of agriculture, the comparative acre value is as follows:

	Average for Montana, at farm, per acre.	Average for Minn., Mo., Neb., at farm, per acre.
Wheat	\$17.71	\$ 9.68
Barley	12.61	5.52
Oats	15.28	7.68
Rye	13.72	5.91
Potatoes	78.46	35.08
Hay	27.50	8.91

For the past 10 years, the Montana ranchman has been taking from his ground, acre for acre, more than \$2 for every \$1 dug out by the farmers in the states named. And these Montana products are raised on ground selling at from 25 to 50 per cent of the value of agricultural land in the states raising the lesser crops. Is it any wonder we are accused of having "horse back farmers"? They do not have to farm any other way.

### Beet Sugar.

Sugar beets have been successfully raised in Beaverhead, Bitter Root, Gallatin, Yellowstone and Missoula valleys and in Flathead and Judith basins. Tests show they can be raised from one side of the state to the other, and that they yield well, and give a high percentage of sugar in all of the different localities.

Billings is the only place where a sugar factory has been built, and beets raised extensively. I presume the reason why other places have no factories is that which Beaverhead has to offer—she is making too much money out of what she is now raising, and making it too easily to be justified in changing. Oats and alfalfa can be raised in large acreage with but few laborers, and not the farmer from \$15 to \$25 an acre. Why change to a new crop which involves close attention to detail, the employing of a large number of men, with its attendant responsibilities and expense, and a question whether the net profit will be greater?

The ground which produces these crops looks mighty light and lean to the man who is accustomed to the rich black soils of the central states, but that it has the right elements in it, and an abundance of them, is proved, not only by the large crops raised, but by its capacity to continue raising them. There are spots of ground in this state that have been cultivated continuously for 20 years, and are still very productive, and this notwithstanding the fact that they have not been fertilized, and that in

special attention has been given to rotation of crops.

F. Walden, the agricultural expert, accounts for it thus: "The soils are unbleached. When copious rains have been falling for ages, their fertility to a large extent has been washed into the lower strata, or washed away entirely. It is well known that leached ashes are not so fertile as unbleached—the same is true of soils. The enormous growth of plants in the best colored soils has been a matter of wonder to persons who have always lived where the soils are black, and these have been compelled to revise their ideas."

It is only a few years since most of us first heard of their raising apples in the Bitter Root valley. We were disposed to treat it as a joke. Some men from our locality, and not the most successful farmers by the way, sold out and went over there. They wrote back of what was being done in the valley of fruit raising. We are much to him would be putting thought that it might be all right for recreation, but that a man who had his time in at something else. Ten years have changed our notions, for now the fruit raiser has the laugh on us. His annual product is selling for fabulous sums, and his orchard land is worth 10 times as much as the ordinary agricultural land.

In not only the valleys of western, but of central and eastern Montana fruit trees have been put out. Montana apples are second known in the general market. None excel them for color, size and flavor. We have at length come to realize that this state is the home of the apple, as it is of the cereals. The entire park of our orchards impresses one, upon being opened up, as selected specimens for exhibition purposes, instead of an average orchard yield.

Particular attention has been given to keeping diseases and enemies of the fruit and trees out of the state, with the result that we are practically free of both.

Pears, plums, cherries and the small fruits are also being successfully raised, but have not yet gotten into the market in sufficient quantities to attract attention. It would not be surprising to see their culture increase in the same way that that of the apple has. The only trouble is that we have not yet had time to get to raising them.

Great Opportunities.

The conditions in Montana are ideal for dairying, yet the great majority of our ranchmen and stockmen buy their butter and use condensed cream in their coffee. And why? They will not do the milking themselves, and the hired men do not like to. With most of them, there is no financial reason for doing it. They are employed in a more lucrative business, and not compelled to do work that savors of drudgery or detail.

To the same category belongs bee and poultry raising.

In agriculture, as in mining, we have merely scratched the surface. We have reared up the water courses, irrigated the convenient places, and cultivated a few spots. The showing I have outlined has been made on less than 4 per cent of the agricultural land of the state.

The lumber business is confined exclusively to the northwest portion of the state. In 1907 it amounted to \$3,500,000. While but a large percentage of Montana is wooded, we have some of its best timber as there is anywhere. The disposition to conserve our natural resources tends to make us cautious about pushing this industry, notwithstanding the fact that our statisticians tell us we have enough timber to last 180 years.

Manufacturing in Montana is almost nil. We have the raw material, unlimited water power and, although limited, the highest market for manufactured articles. We have a sugar factory at Billings, which I understand has proved a very satisfactory investment. At Three Forks there is a large deposit of exceptionally fine material for the manufacture of cement. A factory is in course of construction, and will be running before the end of the year. As freight represents a large percentage of the cost of cement in Montana, and our present improvements make a large demand for the article, the business should prove lucrative. But these enterprises are the exception; the pioneers in the field of industry.

Manufactures.

We grind somewhat more than half our wheat; we malt less than half our barley; we scour and manufacture none of our wool; we refine and make up none of our copper; we ship 95 per cent of our livestock and of the state on foot. And yet, we need not fault with the conditions. Mills and factories will come to us later. For us that era has not yet arrived. In the course of natural development, our land must be first settled and cultivated. The opportunities for capital and labor in mining, stock raising and farming are still too great for any considerable proportion of our people to embark in other pursuits.

A side light is thrown on the condition by making a few comparisons. In 1905 a census was taken of manufacturers in the United States. Among other items tabulated is the number of people employed, amount of their annual wages and value of their product. Montana shows at the head of this list with an average yearly wage of \$477 and an output per man of \$748. The yearly wage in New York state is \$307.90 and the average product \$259, while that of the United States is a trifle less than that for New York. But these figures may not be regarded as fair, for I suspect from the size of them that they have colored our copper-shedding statistics. Let us then take the following items for Montana:

Mining output	\$5,747,700
Livestock	20,000,000
Agriculture	60,000,000
Lumber	2,500,000
Manufactures	3,500,000
Total product	\$73,000,000

disproportioned among a population of 200,000 or 300,000 people.

Take us as a total product of the United States for a year \$25,000,000,000 and it will cover the output in every article of industry, and divide it among 80,000,000 people. You have a per capita product of \$250—less than half the showing made for Montana. If, then, estimate manufacturers, which give the output of the state, are less than estimated the Montana total, while they are three-fifths that for the United States. The fair assumption is that we Montana people are getting through out and receiving the wages for a product that is per capita nearly three times as great as the average for the country, and yet these wages are being paid to a few persons in an equally as well as to the whole population. The percentage of profit on such a business is a high one, either gets it in a large number of hands, or it gets it in a few hands, and in either case it is a matter of some importance to the state. Let us then take the following items for Montana:

When in the past year, more miles of railroad have been built in Montana than in any other state in the Union, and the work is still going on.

The Chicago, Milwaukee & Puget Sound has finished a line which traverses our state from one end to the other. It has opened up a large section of country, particularly in the central portion of the state, which heretofore has been remote from rail communication. To the whole state, it offers another outlet both east and west for its products. The company has shown inspiring enterprise in advertising the advantages of the territory through which the road passes. Its pamphlet "Montana along the new line to the Pacific coast" is

Development.

Now, until the surplus land of our state is taken up, the price of

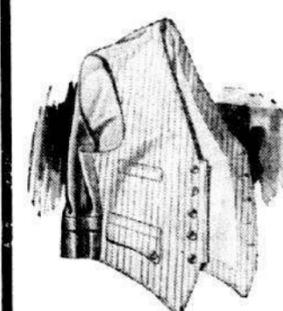
The Store That  
"Makes Good"



The Store That  
"Makes Good"

## Fancy Vest Clearance

Every Fancy Vest in the store, not even excepting those high-class, beautiful "PREMIER" garments, than which there are no finer or more perfect fitting, goes on sale this morning at a tremendous reduction to effect a speedy clearance. You'll not have a bit of trouble finding a style and pattern to suit you and your size, too, if you don't wait too long.



Materials—Latest and newest fancy vestings, plain white and fancy duck, plain white and fancy merized vestings, silk stripes and fancy flannels.

\$1.50 Vests, now	\$1.00	\$5.50 Vests, now	\$3.67
\$2.00 Vests, now	\$1.31	\$6.00 Vests, now	\$4.00
\$2.50 Vests, now	\$1.67	\$6.50 Vests, now	\$4.34
\$3.00 Vests, now	\$2.00	\$7.00 Vests, now	\$4.67
\$3.50 Vests, now	\$2.31	\$7.50 Vests, now	\$5.00
\$4.00 Vests, now	\$2.67	\$8.00 Vests, now	\$5.34
\$4.50 Vests, now	\$3.00	\$9.00 Vests, now	\$6.00
\$5.00 Vests, now	\$3.34	\$10.00 Vests, now	\$6.67

## Men's White Plaited Bosom Shirts \$1.15

These are the shirts whose demand is always a little bit ahead of the supply.

Full assortment of sizes today, but we cannot promise how much longer after you read this news—the price will multiply the demand.

These shirts have cambie bosoms, beautifully plaited, coat cut, attached cuffs, ocean pearl buttons. A little bit better than you ever saw at the price.

They are the coolest, neatest looking shirts possible to imagine—the ideal shirts for gentlemen—\$1.15.

## Our Clothing Clearance Is Going Merrily On

Proving every day that it is the clothing clearance without a competitor. Our Mid-Summer Clean-up Sale is rushing lots of fine clothing into usefulness.

\$15.00 and \$16.50 Suits, now	\$9.75
\$18.00, \$20.00 and \$22.50 Suits, now	\$12.75
\$25.00 and \$27.50 Suits, now	\$16.75
\$30.00 Suits, now	\$18.75
\$35.00 Suits, now	\$20.75
\$40.00 Suits, now	\$25.75

All other summer goods reduced in proportion—bargains for every man and boy.

## MISSOULA MERCANTILE CO.

Phone 316 Black.

### The Missoula Ice Company

Wholesale and Retail.

## RATTLESNAKE ICE

MISSOULA, MONT.

William Crawford, Proprietor.

When in the past year, more miles of railroad have been built in Montana than in any other state in the Union, and the work is still going on.

The Chicago, Milwaukee & Puget Sound has finished a line which traverses our state from one end to the other. It has opened up a large section of country, particularly in the central portion of the state, which heretofore has been remote from rail communication. To the whole state, it offers another outlet both east and west for its products. The company has shown inspiring enterprise in advertising the advantages of the territory through which the road passes. Its pamphlet "Montana along the new line to the Pacific coast" is

Development. Now, until the surplus land of our state is taken up, the price of

# Don't Swear Because You Have Delayed

It is not yet too late to avail yourself of the remarkably fine opportunities which are offered in HAMMOND ADDITION for residence or for investment. We are still selling these choice lots—the finest in the state—at the prices which were in force a year ago. We have not taken advantage of the improved conditions in Missoula to advance the prices and the lots are being sold, with all the prestige of the year's development, at the figures of last year. Think of what this means; think of the splendid opportunity that it affords you to make up for your neglect in having delayed this purchase so long. You have the same opportunity that existed last year, with the added assurance of enhanced values in the future that has come with the splendid development of the city during the twelve months that have passed. Suppose you buy here and build a home—there will be no deterioration to figure on; your home will become more valuable each year; you are at once providing yourself with a home in the most delightful environment in the world and at the same time making an investment that is sure to be profitable. Where, in this world, can you find another combination like this? Take a stroll through the avenues of Hammond Addition and see for yourself the splendid development that has been made there; see the handsome residences, the beautiful grounds and the delightfully shaded streets. When you have looked over the ground you will be as enthusiastic as we are, and will be willing to buy two or more lots without a moment's delay. You are to blame for not having done this before, but, as we have said, it is not too late. The old prices still hold.

## Lots \$400 to \$600

Terms—10 per cent down and 5 per cent a month, or one-fourth down and the balance in four, eight and twelve months at 6 per cent interest.

# South Missoula Land Co.

## FRANK P. KEITH, Secretary

103 Higgins Avenue Missoula, Montana