

HOW CHAS. SAUNDERS STARTED IN THE SHORTHORN CATTLE BUSINESS

Story Told By Himself And Printed In His Catalogue Of Fine Stock Recently Issued

On Tuesday, June 4th, Mr. C. A. Saunders held his annual sale of pure bred Shorthorn cattle at the Greeley Stock farm near Manilla, and from every standpoint the sale was a success. Forty-two head of these fine animals were offered for sale, and they were so choice that buyers were attracted from all parts of the United States. From all reports the buyers and those who were interested in the sale were most cordially entertained at the Saunders home. The noonday meal was provided by the ladies of the M. E. church and was served at the farm.

The proceeds of the sale totaled in the neighborhood of \$12,600. There were 41 head sold, averaging \$307.00. The 9-months-old calf, Cumberland Dictator, topped the sale, selling for \$805.00. The list follows:

- Lot 1—Lavinia Cumberland, Jas McCune, Cumming, Iowa, \$350
- Lot 2—Cumberland Gladness, H. M. Sanders, Farmington, Minn., 500
- Lot 3—Cumberland Rosemary, E. R. Sillman, Polo, Iowa, 220
- Lot 4—Lady Cumberland, Geo. Sears, Wheaton, Ill., 590
- Lot 5—Scottish Cumberland, T. Stanton, Wheaton, Ill., 600
- Lot 6—Mildred Snowball, Peoria Stock Farm, Ohio, 355
- Lot 7—78th Duchess of Gloster, Geo. Sears, McHenry, Ill., 580
- Lot 8—Touch-Me-Not, Howard M. Gore, Clarksburg, W. Va., 505
- Lot 9—Bonnie Cumberland, Wm. Beckelman, Elwood, Iowa, 500
- Lot 10—Gladious 6th, Orange Bros., Homestead, Iowa, 215
- Lot 11—Bonnie Cumberland 3d, E. B. Blind, Lincoln, Ill., 230
- Lot 12—Cumberland's Secret, J. McCune, Cummings, Iowa, 290
- Lot 13—Maid of the Ring, C. F. Jones, Lippay, Iowa, 225
- Lot 14—Lady Marengo 2d, Howell Steele & Son, Pilger, Neb., 355
- Lot 15—Bonnie Cumberland 5th, W. W. Bond, Marion, Iowa, 170
- Lot 16—Gipsy Cumberland 2d, Peoria Stock Farm, Ohio, 295
- Lot 17—Gipsy Cumberland, Bel-lows Bros., Maryville, Mo., 300
- Lot 18—Scampstress Maid, J. E. Judge, Cambridge, Iowa, 335
- Lot 19—Bonnie Cumberland 4th, E. R. Sillman, Polo, Iowa, 135
- Lot 20—Lavinia Cumberland 2d, Bel-lows Bros., Maryville, Mo., 235
- Lot 21—Ruberta Cumberland, Bel-lows Bros., Maryville, Mo., 450
- Lot 22—Bonnie Belle 5th, E. B. Blind, Lincoln, Ill., 205
- Lot 23—Countess Cumberland, J. McCune, Cumming, Iowa, 230
- Lot 24—Countess C. 2d, Frank Cain, Lanesboro, Iowa, 175
- Lot 25—Cumberland Flower, J. Miller & Son, Granger, Mo., 105
- Lot 26—Sweet Cumberland 2d, Guy Toyne, Lanesboro, Iowa, 265
- Lot 27—Gay Cumberland, J. McCune, Cumming, Iowa, 230
- Lot 28—Gladious 4th, J. Rasmus, Lake City, Iowa, 215
- Lot 29—Lady Marengo 8th, W. Meyers, Carroll, Iowa, 140
- Lot 30—Maisee C., Frank Harding, Waukesha, Wis., 190
- Lot 31—Royal Velvet, F. Cain, Lanesboro, Iowa, 315
- Lot 32—King C. E., J. Berry, Barclay, Iowa, 100
- Lot 33—Nonpariel Marshal, R. F. Brinker, Richway, Wis., 200
- Lot 34—True Cumberland 3d, W. Herkel, Elwood, Iowa, 510
- Lot 35—Victor Cumberland, J. A. Campbell, Manning, Iowa, 315
- Lot 36—Cumberland Dictator, Owens Bros., Williamsburg, Iowa, 805
- Lot 37—Pimis Cumberland, Leeper Bros., Maitland, Mo., 275
- Lot 38—Cumberland's Count, G. W. Ketchen, Panora, Iowa, 305
- Lot 39—Scott Cumberland, J. E. Anderson, Stratsford, Iowa, 300
- Lot 40—Sir Cumberland 3d, W. A. Teobald, Manilla, Iowa, 160
- Lot 42—Royal Champion, R. F. Weed, Charter Oak, Iowa, 135

In the catalogues which Mr. Saunders issued he had the following to say, which will be of interest to many readers of the Review:

"I have thought it might be of interest to state how I started in life and became a breeder of Shorthorns. Born in Wisconsin, of English parents, my father being a carpenter, I was left an orphan at the age of thirteen, went to work on a farm soon after for a Mr. Crother, and he must have been a better friend of mine than I thought he was, or he would not have bothered with me, a boy just out of town who did not know how to drive a cow or halter a horse. But I did the best I could, and he wanted me the next year, but I went to work for a Mr. John Wilson, and there is where I learned to feed the calf that I will tell you about later.

"The first idea I had of a Shorthorn was a few years before this, as a very small boy, perhaps nine or ten years old, but well do I remember that day. It was at the Dane county fair, held at the town of Mazonaine. I saw a large crowd of men standing around looking at something, and boy like, I wanted to see what they were looking at, so I worked my way through so I

could see, and there I saw the first Shorthorn bull that I had ever seen. He was red and white, and I heard a man say they called him Duke, and had paid \$1,500 for him, and by the way, he looked as big as a box car, though box cars were not as big in those days as they are now. Think of hearing a man say \$1,500 for a bull and knowing that a cow could be bought most anywhere for \$20. What an impression it made on me. The summer I was fifteen I went to work for Mr. John Wilson and he gave me a calf to feed, sired by this bull, that I had seen at the Dane county fair, and we called him Duke after his sire, and he grew as fast as any calf that I ever tried to feed, or that is the way it looks to me now. How I wish I could see that calf again, and have my boyhood days over again. They would be different, but time changes everything. I came to Iowa the next spring and when I got ready to come Mr. Henry Wilson said: 'Charlie, you will go to Iowa on the cars, but the wind will blow you home again.' I came, and I am here yet. The wind has blown a great many ways, some times for good and some times not so good.

I bought the first 40 acres of what now comprises Greeley Stock farm in the spring of 1878; bought it on account of a spring that you will see is still in use, and thinking that those hills would never be plowed and that we could raise cattle on land that was owned by others. But time brings many changes, so it changed me, also these hills, into some of the best farming land on earth. My start in breeding pure bred cattle was unique. My first pure bred was a Hereford cow bought of Mr. T. J. Ryan, of Irwin, Iowa. This was in the spring of 1895. After the sale was over I went into the barn to see my purchase, felt of her udder to see what kind of a milk-er she would make and landed in the barnyard, leaving a hole in the barn just as large as I was, through which I came. I never looked back, as I knew she was tied, and hunting up the man that had bid just before I did, I sold her for \$5 less than I gave, and I now think at a great profit to me, as I have long since recognized the value of the Shorthorn disposition. Later I went to a Shorthorn sale of Henry Davis, at Defiance, Iowa, and here is where I first heard that dean of auctioneers, Col. F. M. Woods. I heard him say, as he was selling a roan heifer and calf, 'buy her, young man, and in ten years you can have 71 head and sell them for enough to buy 160 acres of Iowa land.' So I thought I would buy her, and many changes have been wrought since then. At that time I was in the horse business and was raising them and had to take them 1,000 miles from home into the woods of Wisconsin and Michigan to sell them, and sometimes trade them for lumber, shingles, cedar posts, etc., getting from \$75 to \$100 for the very best kind of horses, and from four to seven years old. After the sale I owned one pure bred female, some grades, but no bull. Learning of a Shorthorn sale to occur at Vail, Iowa, from the herd of J. C. Robinson on what was called 'Rocky Run.' I made plans to attend and found on sale day a string of 22 red bulls, all tied in a row. The first thought that came to me was, could they sell them all, but they did. I did not get any, bid on all of them, but stopped too soon, as I did not just like them, and I thought they went a little high, selling as high as my horses did, though only eight to twelve months old, and the horses, as I have said, from four to seven years. This impressed me that I was in the wrong business, so when the females were offered I bought thirteen cows, making me then fourteen cows, but no bulls. I got busy looking up advertisements in the Homestead, as that was the only agricultural paper

that I took at that time, and saw that the firm of Botts Bros. had a red bull for sale, so I wrote them, and they said he was four years old and they wanted \$125 for him. I wrote them again that if they had him I would take him, but they must let me know before Thursday of that week, as there was going to be a sale at Irwin, and if I did not hear from them I would buy a bull there. I did not hear from them so went to Irwin and bought Cumberland 118578 for \$205. He was my first registered Shorthorn bull. This was in the spring of 1897. I have been breeding Shorthorns ever since. I made a steer of his first bull calf, fitted him and sold him to Mr. Ryan, who showed him at Chicago, and he was made the champion of the breed and reserve grand champion, being defeated by Advance, the Angus steer that sold for \$150 per pound. The first bull that I kept I took to the Shelby county fair and there I met 'Uncle Tommy' Westrope. I won first and his calf was second and that night as we were sitting around he said, 'What will happen to those bulls if they meet in a year from now?' I said, 'Mine has so much the start now, Uncle Tommy, that yours will hardly be able to catch up.' And that was about the way it went. But time and the Cumberlands have gone on and the last is, as the old lady said about the cookies, 'and so it had to be.' In the fall of 1902 the Rumsey herd was closed out at Chicago and as there was some very good cattle there I planned to go in the hope of securing a cow or two. When I reached there I met the late Martin Flynn, of Des Moines, F. W. Harding, of Wisconsin, John Rasmess and E. R. Sillman of Iowa, and it was evident we all wanted some of the good ones. I sat in the sale with Mr. Flynn and said to him, 'You bid as long as you care to and then if you do not get the cow you want and I think she is worth more, I will try her.' The first cow was Imp. Lady Douglass. She ran up to \$600 and Mr. Flynn said he was through. Thinking if she was worth that much to him she was worth a little more to me, so I put on \$5 more and got her. I have long regarded her as one of the best breeding cows in America. I also got one of her daughters, Lady Marengo, at the same price. The next day I sent a bid with Col. Woods to buy Pro Narcissus 2d and got her. She is the dam of Cumberland's Best, which I believe, and many others agree, is the best bull I ever bred or owned. I got these cows home and felt if there was anything in good blood I ought to obtain the best results. I bred Imp. Lady Douglass to Cumberland 118578 and on March 13, 1906, she dropped a white bull calf which we called Cumberland's Last, as he was the last son of Cumberland 118578, and the bull that has made the reputation for the Greeley Shorthorns and has been a large factor in recent Shorthorn history.

If you will come to Greeley Stock farm June 4th next, our sale day, and you do not think that we have the proper equipment to raise good Shorthorns, I will pay your fare here and home again. If you say you are from the North Pole, will not ask you if you knew Cook or Perry, but will pay your fare just the same. I am frequently called a joker, but as the best card in the pack is the joker, I just let it go, as I think I can stand it the same as I did the first breakfast I ever ate away from home, when I was told 'you can have meat or butter, but not both.' In those days meat was worth 3c per lb, and butter 6c. Yes, times have changed and if you will come to the farm on sale day and take dinner with me, I will give you meat and butter, butter and meat, just as we all have it in this day and age. Yours truly, "Charlie A. Saunders."

decrease in imports of automobiles. Thus in the period from 1899 to 1904 the value of the domestic manufactures of this class of articles increased about \$25,000,000, from \$5,000,000 in 1899 to \$30,000,000 in 1904, an increase of \$25,000,000; while in the period from 1904 to 1909 the value of the output increased practically \$220,000,000, from \$30,000,000 dollars in 1904 to \$249,000,000 in 1909. Accompanying this notable growth in production, the imports of automobiles decreased from four and one-fourth million dollars in 1906 and four and three-fourths million in 1907 to approximately two and a half million dollars in 1912.

While France still leads the world in exports of automobiles, the United States surpasses that and all other countries in rapidity of growth of production and exportation. For example, our own exports of that class of articles have increased from \$5,000,000 in the calendar year 1908 to nearly \$20,000,000 in 1911; while in the same period those of France increased from \$24,640,000 to \$31,700,000; those of the United Kingdom from \$7,600,000 to \$51,500,000; those of Germany from \$2,000,000 to \$11,000,000; and those of Italy from \$5,500,000 to \$6,100,000. Thus in the brief three year period from 1908 to 1911 there was an absolute gain of about \$15,000,000 or 300 per cent in exports from the United States; of \$7,900,000 or over 100 per cent from the United Kingdom; of \$800,000 or 266 per cent in those from Germany; and of \$600,000, or slightly more than 10 per cent in those from Italy.

Approximately 25 per cent of the automobiles exported from the United States are shipped to Canada; about 40 per cent to Europe, chiefly Great Britain; about 20 per cent to British Australia; about 8 per cent to South America; and smaller proportions to Mexico, the West Indies and various countries in Asia, Oceania and Africa. During the 10 months ending with April, the latest period for which figures of distribution are available in the Bureau of Statistics, 4,716 automobiles were exported to the United Kingdom, 4,424 to Canada, 3,034 to British Oceania, 1,282 to South America, 49 to Asia and other Oceania; and 1,512 to all other foreign countries. There were also shipped, during the same period, 410 automobiles to Hawaii, 342 to Porto Rico and 11 to Alaska.

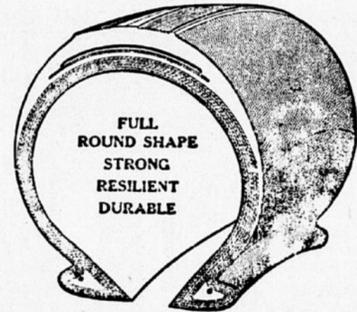
Of the automobiles imported into the United States, France supplies about one-half. Of the 845 machines imported during the 10 months ending with April, 339 were from France, 170 from the United Kingdom, 115 from Italy, 108 from Germany, and 113 from all other countries.

The fall in export price of automobiles is an especially striking feature of the Bureau of Statistics' figures. They show an average valuation for all automobiles exported in 1909 of \$1,800 each and in 1912 of \$980, the average export price in 1912 being thus but a little more than one-half that of 1909. This remarkable fall in the average valuation of the automobiles exported is due in part to a general reduction in the selling price of automobiles during the period in question, a disposition on the part of manufacturers to reduce the price of the machines to meet popular demand but more especially to the fact that large numbers of partially used, or second hand machines are in recent years being exported to Canada, Mexico and the West Indies, thus reducing the average valuation of the entire number exported.—Jefferson Bee.

POINTERS FOR THE MOTORIST.

How to Preserve Inner Tubes.
When fitting an inner tube it is a good plan to dust a small quantity of talc or French chalk inside the envelope. Just sufficient to cover the interior surface is all that is required. Too much talc, says the Michelin tire expert, gradually accumulating into solid lumps is a frequent cause of punctures. On the other hand insufficient talc will not prevent the inner tube from sticking to the envelope. Inner tubes should always be perfectly clean and dry when fitting. Even the slightest moisture should be avoided. It is a common practice to lay a tube on the step of the car or even on the ground previous to fitting. This is a very expensive habit. There is always a place to hang the tube where it will be free from moisture or dust. Hang it over a side lamp or tire holder, but never lay it down where it will come in contact with foreign and injurious matter. Inner tubes should always be carried in water proof bags such as can be bought at any garage for a quarter. They should never be kept in the original cardboard boxes, says the Michelin man. These boxes are sufficient for the garage, but not for storing tubes kept in a car. Waterproof bags keep the tubes away from water, oil and grease, but are not intended to protect the tubes from sharp tools. Always keep spare tubes in bags and keep the bags away from metal objects.

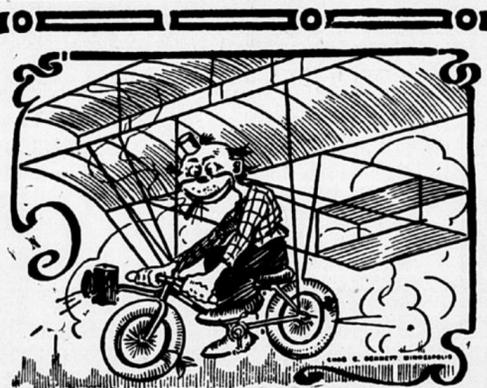
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Fine Stationery for June Weddings at The Review



IN THE AUTOMOBILE FIELD

SOME STATISTICS

Twenty thousand automobiles will be the export record of the United States in the fiscal year which ends with the present month, and their value, including parts and accessories will approximate \$27,000,000. This statement is necessarily in very round terms, for the Bureau of Statistics, upon whose figures the estimate is based, has at present detailed figures covering but ten months. They show, however, nearly 17,000 automobiles exported to foreign countries in the ten months ending with April, valued at sixteen and a half million dollars; parts thereof, three and one-

fourth million dollars; tires, sent separately from machines under the head of exports of rubber manufactures, over two million, and automobile engines, two-thirds of a million dollars, making a total for the ten months of practically twenty-two million dollars and fully justifying the assertion that for the full twelve months the total will approximate and probably exceed \$27,000,000. This figure includes only the exports to foreign countries and is exclusive of the 900 machines sent to our non-contiguous territory, valued at about \$1,500,000. This total of \$27,000,000 worth of

automobiles sent out of the country in 1912 is in marked contrast with the figures of a decade ago, 1902, which, by the way, was the first year in which the Bureau of Statistics found the exports of automobiles of sufficient importance to justify a separate record, the total for that year being a little less than \$1,000,000, as against \$27,000,000 ten years later.

The growth in exports of automobiles from the United States has been especially marked during the period since 1905, this growth being coincident with the expansion of the domestic industry and a corresponding