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## How you can get a Wisconsin farm. [192-?]

Madison, Wisconsin: Agricultural Literature Department, National Land Colonizing Company, [192-?]

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# National Land Colonizing Co.

# Madison, Wisconsin



OUR READY-TO-START-FARM

### READY-TO-START-FARMS

Our widely known Wisconsin plan of colonization offers the beginner a greater opportunity than a U. S. Homestead. A small deposit secures land, house, barn and stock, with no further payments for three years. We are locating hundreds each year. To see the land go to our colony offices at Ladysmith and Mosinee, Wisconsin.



A FEW YEARS LATER

November 27, 1922.

Mr. Theodore Macklin,  
Madison, Wisconsin.

Dear Sir:

I am enclosing a copy of each of our four bulletins explaining our colonization operations in Marathon County. Inasmuch as you are a stockholder of this company, I thought that you might like to read over these bulletins. In case you ever meet a good industrious man who would like to have a farm of his own in Northern Wisconsin, and who might be a prospect for one of our farms, we would be very glad to have you give us his name and we will follow him up from this office.

You will probably be interested in knowing that in October we not only did a larger volume of business than we had ever done in any previous October, but it was also the biggest month we ever had in the entire history of this company. Furthermore, November to date shows an increase in sales over any previous November in the history of this company. We are now negotiating for additional tracts of land, and if the present rate of sales continue, we expect to operate on a greatly increased scale next season.

Very truly yours,

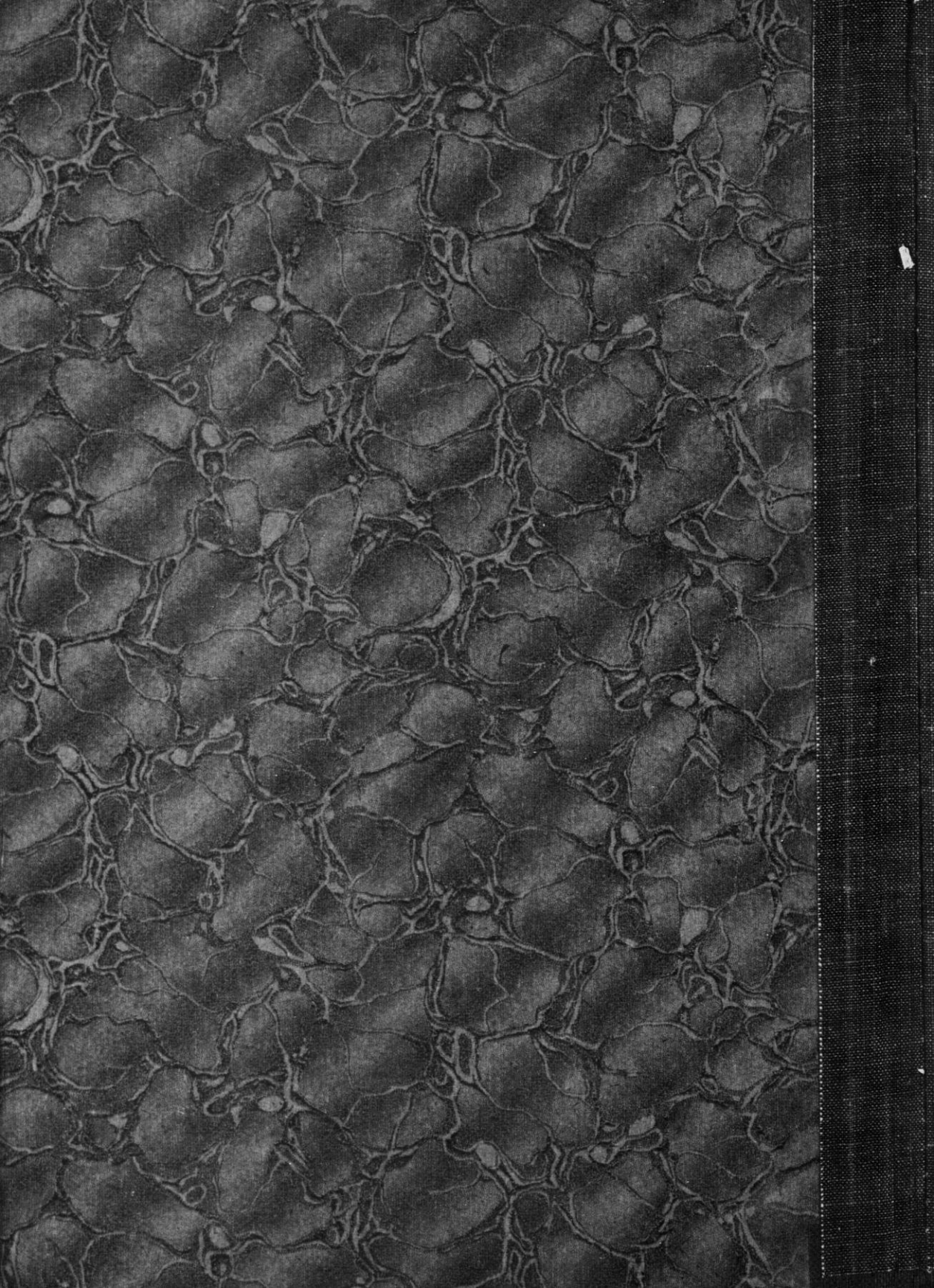
NATIONAL LAND COLONIZING COMPANY,

By *R S Crowl*

President.

RSC:ACW

RECEIVED  
NOV 29 1922  
MILWAUKEE



# How You Can Get A Wisconsin Farm



## A SIX MONTHS' CLEARING ON A READY-TO-START-FARM

This farmer, Mr. Mike Beckett from Northern Iowa, bought a good piece of rich clay loam, cut-over land, on which not an acre had been cleared. He got the standard house and barn that a farmer can have built on his land if he wants them. He also got the good dairy cows that will be furnished to a new farmer. In less than six months he has made a good clearing, and has in a nice crop, together with a big clearing for hay in the background.

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MADISON



## A FOUR MONTHS' CLEARING ON A READY-TO-START-FARM

Dozens and dozens of farmers are starting on this mellow, virgin land that they can get so cheap on such remarkably easy terms. Some put up their own buildings, but most of them take the standard house and barn that we will build for them on their land if they want them. This shows what Mr. R. C. Hoyt from Southern Wisconsin did in four months. Imagine what he can do in five years. These are two examples of average clearing done when following our modern methods explained in this bulletin. You can see many others who have done as well, and some who have done better.

AGRICULTURAL LITERATURE DEPARTMENT  
NATIONAL LAND COLONIZING COMPANY  
MAIN OFFICE—MADISON, WISCONSIN

## WHAT DO YOU KNOW ABOUT GETTING A FARM IN WISCONSIN?

Have you heard of the virgin clay loam cut-over lands in Upper Wisconsin? Read all these bulletins carefully and you will learn the true facts about this country.

Have you heard of the hundreds of new farmers who are moving onto this land each year? Read these booklets from cover to cover, not just looking at the pictures and then dropping them, and you will find out the kind of farms these men are getting.

Have you heard of the famous National Land Colonizing Company? These books will tell you all about this great company, and its plan that offers you a greater opportunity than a U. S. Homestead.

Do you want a fine farm for yourself? These booklets will tell you how you can come to a happy neighborhood of progressing farmers and get a wonderful dairy or stock farm. You can get fine new buildings, a barn, some cows, and virgin clay loam land that will grow big bumper yields of all the money making general crops.

## THE COMPANY AND THE LAND

The National Land Colonizing Company is a large company organized to give publicity to Upper Wisconsin, to locate farmers on rich virgin lands in this state, and to furnish them with new buildings and some stock if they need this help in getting started. This company is capitalized at over \$100,000.00, and has assets of over \$300,000.00. The main office of the company is in Madison, but you do not come here to see the land. You go to our field office in Upper Wisconsin, as explained in Bulletin No. 4, if you want to look over these farms to see if you want to pick one out for yourself.

## OVER A HUNDRED FARMERS LOCATED ALREADY

This company has already located scores and scores of farmers on these virgin lands. Go to our lands in Upper Wisconsin and you can see over 150 of them. These men are fine, progressing farmers, making good on their Ready-To-Start-Farms. If you come and see what these successful farmers have made in a year or two, and see the rich farms they now own, you will surely want to get one of these exceptional farms for yourself.

## THE MEN INTERESTED IN THIS COMPANY

The men who have put their money into this work and made this plan of farm settlement possible will give the farmer some idea of the kind of a company this is. These men are giving this opportunity to farmers who come from outside Wisconsin as well as from Wisconsin. Here are the names of just a few of the many men in this large colonizing company.

Prof. Truog, Head of the State Soils Laboratory; Prof. Sammis, professor of Dairy Husbandry, U. of Wis.; Prof. Sommer, professor of Dairy Husbandry, U. of Wis.; Prof. Bewick, State Leader, Boys' and Girls' Clubs; A. R. Albert, Instructor in Soils, U. of Wis.; Prof. Graul, professor of Soils, U. of Wis.; Mr. Dunnewald, Fieldman, State Soil Survey; John Callahan, State Supt. of Schools; Prof. Frost, Professor of Agricultural Bacteriology, U. of Wis.; Prof. Macklin, Professor of Agricultural Economics, U. of Wis.

## OUR IRON CLAD GUARANTEES THAT PROTECT YOU

These bulletins are not exaggerated. The man who is looking for a farm sees so much get-rich-quick literature that he almost becomes afraid to go any place. You can feel assured that this literature gives the authentic facts. Read our wonderful "Increase in Value" guarantee on the back of bulletin number two. This is the most wonderful guarantee ever made to a farmer.

## REFERENCES THAT PROTECT YOU

Our best reference is to invite you to pay us a visit at our field offices and see our hundred and more settlers already located on their exceptionally good farms. The next best reference is the State Soils Laboratory at the University of Wisconsin at Madison, or the Department of Agriculture, State Capitol, Madison, Wisconsin.

## WHAT YOU GET WITH A READY-TO-START-FARM

The biggest problem in America today is for a farmer to get good land cheap. There is a great amount of good land in this country, but it is so high priced that a farmer can not buy it. On high priced land, he can scarcely keep up the taxes, the interest, and the over-head, to say nothing of the tremendous principal payments. This problem of high priced land has driven many good farmers into the cities and towns, where they have to work for small wages and live like poor immigrants. Or else, if they stay in the country, they have to keep renting year after year, always poor, and knowing that they are likely to lose all they have if they buy high priced land.

The men behind the National Land Colonizing Company have had wide experience in farm matters, some of them being among the most prominent in their line in this country. After they considered all the different sections of the United States, they decided that certain parts of Upper Wisconsin was the best place to buy a farm. This land in many cases has been held back for years by some of the big lumber companies. They did not want settlers on it, because settlers raise land values, thus raising taxes and thus making a big increase in expenses to the lumber company on all their holdings. But the National Land Colonizing Company has secured the very best of some of these wonderful tracts of gently rolling, well drained, warm mellow clay loam soil, and are able to sell it on easy terms to settlers for a very cheap and reasonable price per acre.

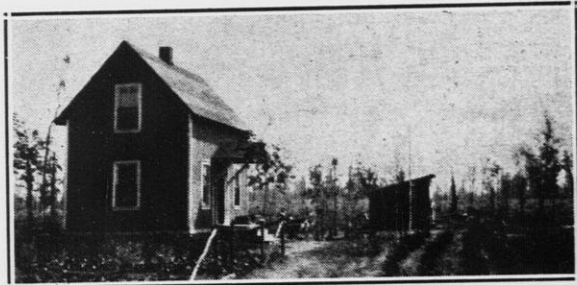
A farmer can come to our field office, look at our farms, and pick out a fine piece of land. He can pay down as big an amount as he desires, or if he wants easy terms, he can get them, as explained on the last page of this bulletin. The land is rich, virgin, cut-over land when bought. The settler can put up his own buildings, or if he wants us to do so, we will build him a good four room house on the land, ready for him to move into. This house is nicely finished, and is warm and comfortable. It costs \$850.00—our actual cost—and gives a man a good start. We also build a smaller house for \$550.00. The barn is large enough for a team and two cows and costs \$200.00. This cost of these buildings is simply added to the contract on the land, if a man takes them. It requires no bigger down payment to get the buildings than the land alone.

If a farmer wishes, the National Land Colonizing Company will help him get stock. When he locates, they will provide him with one good dairy cow for the family's use right away, and then, as he clears land, they will make him loans for more good dairy cows. So, a farmer can get good land cheap, he can get good buildings, if he wants them, and he can get good dairy cows.



### You Can Get Good Land Cheap

This virgin cut-over land is gently rolling mellow clay loam. There is absolutely no sand or hills. The subsoil is well drained. It is easily cleared, and will produce bumper general crops. It costs you very little, you have very little expense, and it goes up in value fast. On this kind of land, it takes but little money to start. Living is cheap, and you can make money as well as have a happy home free of worry.



### You Can Get Good Buildings If You Want Them

We have standard buildings that we put on the land, if you want us to do so. This saves you the bother of building and gives you a place to move right into. The houses are strong, well built, and neatly finished, making a warm cozy house that can easily be enlarged at a later date.



### You Can Get Good Dairy Cows If You Want Them

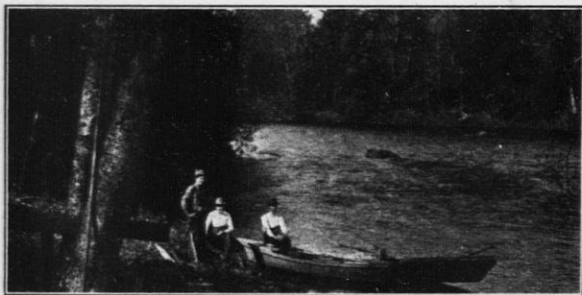
When you locate and start farming, we will provide you with a good dairy cow for your family's use, adding the cost of the cow to your contract. Then, as you clear your land, our plan gives you loans for more good dairy cows, so you can quickly build up a big herd.

## THE FRIENDLY NEIGHBORHOOD YOU CAN MOVE TO



**A Settler's Sunday Picnic**

The families in a new country are much more friendly than in an older district. All the new settlers own their own farms, and this puts them on an equal basis, and leads to many calls, picnics, and parties.



**A Paradise for Hunting and Fishing**

Now and then the men take a day off for hunting and fishing. The rivers are full of big ones—not fished out yet. And the hunting is just as good.



**There Are Many Finely Developed Farms**

For a long time men have been taking this good land and making valuable farms as soon as the lumber companies would open the land for sale. They have made hundreds of beautiful and very valuable farms. This is not a backwoods country.

Do not think that you will be the only family moving into this new country in Upper Wisconsin. Hundreds and hundreds of farmers are coming in each year. Many men have found out about this rich land that they can buy so cheap, and they are moving onto these new farms where it is so much cheaper to live and where they can make more money.

Settlers have rushed into the big tracts opened by the National Land Colonizing Company as fast as the company could arrange to get up all the new buildings. Dozens and dozens of these new farmers line all the roads in these tracts of virgin land, as you will see if you pay us a visit.

The good schools, the fine towns for trading and shopping, the amusements, the state highways, and all such things are fully explained in Bulletin No. 4. The only point we want to bring out here is that you do not move into a lonesome neighborhood when you get a Ready-To-Start-Farm. There are dozens of the highest type of American farmers already located ahead of you.

No country is as friendly as a new country. The people are not divided into groups like in the older places where the rich farmers, who have held their farms for years, stick in a little circle, and where the renter or worker is considered as an inferior. In this wonderful new country, everyone owns his own farm and the spirit of friendliness is remarkable. The men help each other with their work, the families call on each other, and one finds the good old fashioned friendships that warm the heart and make life a pleasure.

The most pleasant thing is to see how the women like this country. Women are more home loving than men, and where they have lived in one locality most of their life, they hate to leave for a new land for fear of lonesomeness. This fear of lonesomeness has probably caused more loving wives and kind mothers to hold back their husbands and to hurt their children than any other one thing. They do not realize it, of course, but if it was not for this mistaken fear in many women, their families would have been on a new farm and on their feet years ago. Women come onto these farms afraid of lonesomeness, and then, are surprised to find they have moved into the happiest and most friendly neighborhood that they ever lived in.

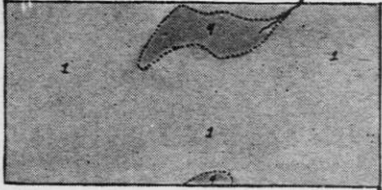
There is a Farmers' Club and a Women's Club. The men meet to hear speakers and talk over the best farming methods. The women meet to do sewing for the county poor, plan basket socials for the men, and such things. At least once a month, there is a dance in the school house—and some dance! Everyone turns out, old and young, and there are round dances and square dances. Every summer, the club has a big blow-out, "The Settlers Picnic", and every winter there is a special Christmas tree blow-out. You will not be lonesome on a Ready-To-Start-Farm. As one woman said, "Even if the land wasn't so good up here, I'd stay for the parties, the dances, and for my many new friends."

## THE FINE FARM YOU WILL OWN

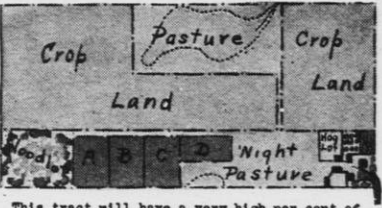
**National Land Colonizing Company Soil Map and Development Plan**

1/2 Acre      Sec. 16    T. 36N.    R. 3W.    Acres. 82    Farm of      No. \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_      Sec.      T.      R.      Soil Map No. 44      Made      October      1921

**I. LAND AT THE START**  
Approximate  
SOIL-BRUSH-TIMBER



**II. IMPROVED FARM PLAN**  
Suggestions For  
FULL IMPROVEMENT



Located 1 1/2 miles north of school, store and community center. Land lays gently rolling and has considerable timber for logs, ties, bolts and cordwood. Soils: No. 1. Brown clay loam, suited to clover, timothy, pasture grasses, roots, grains, potatoes, silage, vegetables, berries, and tree fruits for home orchards. No. 4. Black clay loam suited to hay and pasture under present conditions, and to truck and farm crops adapted to black heavy soils when drainage is somewhat improved.

This tract will have a very high per cent of plowland, and should produce a good income from milk, livestock, cash crops of grain, potatoes, tame hay, etc., and poultry products. The farm plan provides about 51 acres of plowland consisting of 43 acres in cropland for general farm crops and 8 acres in fields A-B-C-D for special feed and cash crops. About 20 acres are allotted to pasture and night pasture and 5 acres for woodlot. The arrangement of fields allows cattle to be turned directly into any field on the farm from the pastureland and lanes. The farmstead with large orchard and garden covers about 4 acres. The arrangement of buildings gives a protected barnyard with barn on the west and machinshed-granary-corncrib on the north. The chicken house is located west of the dwelling, in the orchard which can be used for poultry run or hog pasture. The dairy-well-house-garage, southwest of the dwelling, is convenient to both dwelling and dairy barn.

## A Settler's Soil Map Of His Farm

The State Soil Maps show and class our lands as "Excellent Agricultural Land". But the National Land Colonizing Company does not stop there. We are making a detailed soil map of every farm, and our soils expert also maps out a field plan for every farm. The original maps many times larger than this and are nicely mounted, and colored by hand. You are given a soil survey of your land free as soon as you pick out your farm. Read about these valuable maps below and find out what they mean to you.

These soil surveys have cost us many thousands of dollars. But they are worth much more to the man who buys one of these farms of exceptional quality. When he goes over his farm with a map like this in his hand, a farmer absolutely knows that he is securing a piece of the best agricultural land available, and he can see just how he can go about developing it into a valuable farm.

The state has made soil surveys of all of Upper Wisconsin. These state maps are a fine thing, for they show a farmer that some counties have poor sandy land, that some counties have land of fair value, and that other counties have fine, mellow clay loam land of the best type, the kind that has made Wisconsin famous. The state soil map rates our lands in the best group, describing it as "Excellent and Good Agricultural Land".

But the National Land Colonizing Company goes much farther than the state can afford to go. We make a detailed survey of every farm, and then show the best way to lay out this particular farm into fields. We are the first company ever to do this in any way, and we give these maps free to our settlers.

Mr. L. R. Schoenmann, with the United States Department of Soils for years, was employed by this company as its own soils expert. Before we get a tract of land to be sold to farmers, he carefully goes over it to see that there is absolutely no sand, and no hills, and that the land is all a rich mellow clay loam soil that will produce the best of crops. He bores down into all the farms with a long soil auger to see that the sub-drainage is good and to be sure that there is no water-tight sub-soil.

Then, he makes a big map showing the exact kinds of soils on each farm. The ordinary man in looking at one of these farms would say that there was just one kind of soil on it. But a trained soil surveyor studies all the little differences, and maps them out, so he knows how to get the most out of every acre. Any farm, any place, will usually have slightly different soils in places, but the farmer never knows it. After the soils man finds all the little differences in the soils, he then makes the map showing what he considers the best way to lay out the farm into fields. The man who gets the farm is under no obligation to follow this map in detail, for he may want to change the plans here and there. But nevertheless, this is a great help to even the best farmer, and above all, assures him that he is getting an exceptionally good piece of land.

A short typewritten explanation is also placed beside each map. Then, when the farmer moves onto his land, Mr. Schoenmann makes a personal call on him, and goes over all the soils and field plans with him in a personal interview, explaining the best way to work each kind of soil, and the best crops to grow in each field. It isn't hard to succeed when a farmer gets such land and such personal service as this.

If you pay us a visit at our field office, our men will show you such maps of forty, eighty, and one hundred and twenty acre farms. You can pick out the farm you like the best. Then, you can take the map with you when you go out to look at the land itself, for it will help you to understand whether or not you want to buy the place.



## MODERN METHODS MAKE LAND CLEARING EASIER.



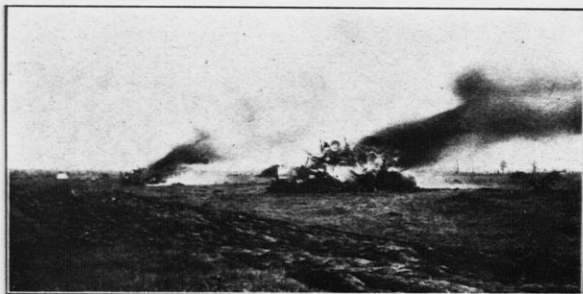
### First Cut The Brush With A Scythe

Cut the brush close to the ground so you can sow a big acreage of clover and timothy. Pile the brush and down logs around the stumps and burn them out. Leave the ones that do not burn out to rot out. This work can all be done by hand.



### Next Plow The Open Places

Plow the open places you have brushed for a garden, for winter feed for the stock, and for a potato crop. Then, go over the rest of the brushed land with a spring tooth harrow, as this man is doing, and get in a money-making crop of hay right away.



### Clean Up Your Stumps Last

After you have the whole farm seeded down, and making money for you, come back and give any stumps that have not rotted out a shot of dynamite or T. N. T. Modern blasting is very simple, and safe, and cheap. We teach you fully in regard to the safe and rapid use of dynamite. Next pile and burn the stumps. Now, fence in your regular fields and put a fancy price on your farm.

Many farmers, not familiar with modern land clearing methods, have an entirely wrong conception of what the problems are on a cut-over farm in Wisconsin. They think that each acre must be laboriously cleared by hand before any crops can be raised on the land. They think no money comes in until each acre is cleared. And they think it costs a great deal to clear an acre of land. These mistaken ideas have kept back many men from buying a piece of wonderful cut-over land in Wisconsin.

Land clearing has been developed to a science in this state. The University of Wisconsin has spent thousands and thousands of dollars in working out the best and simplest ways to clear land, and the National Land Colonizing Company also has been to a great expense in the same work. We have our own development men who teach you how to clear land.

The way we try to get the men to clear land is to work with nature. The farmers call this "letting the land clear itself". Here is the way it works. The first thing to do is to take a scythe and cut the brush close to the ground. Then, if there are any down logs, pick them up and pile them and the brush around each stump, and burn them out. When the fires die down, only the bigger stumps are left.

Besides, there always will be many open places where the stumps have rotted out years ago. Have one of our men show you how to blow out with dynamite the few stumps left in the open places. Then pile and burn these stumps. Plow these open places for your garden, for a place to raise mangels, cow beets and rutabagas for the cows for winter, and for a place for a big potato patch, where you can raise those big crops of famous Wisconsin potatoes.

Now, you start to let the land clear itself. You continue to brush by hand. This work requires no horses, and many men start without even a team. As you brush, you continue to burn around the stumps. Then, you drag over this land between the stumps with a spring tooth harrow, and sow clover and timothy right among the stumps.

You will get a tremendous crop of hay this way, from two to four tons to the acre. You now can get more stock and feed this hay, or else sell it for cash. There is a good market for hay, because of so many new dairy cows coming into this country. The hay crop from an acre will usually more than pay for the land. In this way you get your land making money quickly.

Next you should continue to brush by hand until you have the whole farm seeded down. All this time the stumps are rotting (practically all our stumps are hardwood and rot) and the farm is not only "clearing itself" but it is also making you money. Then, you can return and blow out the stumps that have not rotted out, fence up your fields of different crops, and you have a cleared farm worth many times the cheap price you paid for it.

## OUR HELP MEANS YOUR SUCCESS

One way to get a farm is to buy from an individual, a "land department", or a city real estate firm. You take your own chances on the soil, and you take your own chances on the co-operation you get after you buy. Many land sellers are honest and fair and have good land to sell, but many more are only interested in getting you to make a big payment on any piece of land they can talk you into buying, because they get a big slice of the down payment as a commission. Then they are through with you.

Another way to get a farm is to buy a soil surveyed Ready-To-Start-Farm. You take no chances at all, because this company owns each piece of land it has soil surveyed, and you absolutely know that you have a rich piece of agricultural land that you can soon make into a beautiful and a very valuable farm. You know that you are moving onto the best, the richest, and the surest piece of cut-over land that our soil experts could locate. You know that you and your family will not have any worries about the future, because you are absolutely positive that your soil surveyed farm can be developed into a very valuable place.

And besides knowing that you are getting such a fine piece of land, you know that you are going to get much personal service and co-operation in developing your farm, if you want it. This organization does not sell you a Ready-To-Start-Farm on which it gets a commission, but it sells you a piece of land that it owns, and sells you with the intention of having you make a valuable Wisconsin farm for yourself. Our men live right where you buy, they are in touch with you all the time, and you become a friend and neighbor.

In the first place, we give you a map of your farm, showing you how we think it should be laid out into fields. You may want to change these plans some to suit your own personal ideas, but you will find this map a great help and a sure guide to success.

Then, we have our development men, who work with you just like a county agent, only they can see you more often and give you a more personal service.

These men will explain the kind of seed you should get and the kind of crops you should plant to get the best yields and make the most money.

If you don't know how to clear land, they will come right onto your farm if you ask them to, and will show you how to safely, cheaply, and quickly shoot your stumps. This is a very simple proposition when a man knows how.

Our development men will show you how to pick, judge and breed good dairy cows. If you are short of money, we will lend you the money to buy one more good dairy cow every time you brush an additional five acres of land and plow two more additional acres. In this way, we help you to breed up a good dairy herd quickly. And you must remember that if you use the right methods, you can soon breed up a dairy herd that will be worth as much money as your farm itself. Think what it means to get a loan for another fine Wisconsin dairy cow to add to your herd every time you brush five acres and plow two acres. All we ask is that one of our men pass on the animal you buy, so that you will be sure that you are getting a good cow for your herd and getting value for your money.

Our development men will also teach and help your wife to develop a valuable flock of good chickens.

Each year, we have big contests and give valuable prizes to the men who brush the most acres, and to the women who build up the best flocks of chickens.

In the summer, we advance all the new fruit jars to a woman that she wants. She cans as many of the wonderful raspberries that grow wild so thickly every place, and as much of her garden stuff, as she needs to feed her family over the winter. In the fall, she gives us enough filled cans of berries, tomatoes, pickles, beets, and such things as are required to pay for all the jars that we advanced to her. We sell the canned goods we get back, thus paying for the jars.

Once every month or so, we have a specialist come to the Farmers' Club from the University of Wisconsin, or from the Farmer's Institute, or some such source, to give a free lecture on land clearing, dairy cows, potato raising, or some such topic in which he is a specialist.

Each month, we publish and mail free to each one of our settlers our own little magazine, which we call our "Settlers News Letter". It tells how to build root cellars, raise peas, brush hay land, and everything a settler wants to know.

The legislature of this state has passed a law exempting a farmer who buys and moves onto a new farm in Wisconsin from paying the taxes on forty acres for three years. Buy a forty acre Ready-To-Start-Farm and you have no taxes to pay for three years. Buy more than forty acres and you only need to pay the taxes on the amount of land you have over forty acres.

Now here is what the National Land Colonizing Company will do to save you making cash interest payments on your contract, so you can use all your money on your farm. If you move onto your land and only brush five acres and plow two acres each year, the company will take your note for your interest and add it to your contract. This is done up until the time you get a deed. Of course, any good man will clear and plow much more than this each year, but all he needs to do is this much to save him the cash payment of his interest.

These are just a few of the things we do to help a man along. If a man is a very good farmer, he may not need this help, but if he is not, then, it is a very valuable aid.

And most important of all, we help a man pay for his farm. When he has cleared, stumped and plowed only five acres, we will cancel all his contract payments and give him a deed to his farm, he giving us back a long time mortgage for all he owes us on his land, and on his buildings and cows, if he got buildings and cows from us. Just think what this means to a farmer in getting a fine farm, free of worries, and sure of the future. All he needs to do is to clear and plow five acres, and we cancel his payments on his contract, and take back a mortgage for all he owes. This is a greater opportunity than a U. S. Homestead. We have given deeds to farmers who have not even been on their land six months, but who have made the necessary improvements to protect us. Just think of a farmer moving onto one of these fine farms, making only a small payment down, and then owning it on deed in less than six months. This, we believe you will agree, is the easiest and cheapest way to get a valuable farm in a good neighborhood that has ever been offered by any company in this country. Without the resources and without the men behind it that the National Land Colonizing Company has, such an opportunity could never be given by any company.

## THE COST

We do not believe that a farmer can get as good land located in such a fine community as cheap any place else in the United States as he can buy it from the National Land Colonizing Company.

There are millions of acres of cut-over land in Upper Wisconsin. Some of it is worthless sand land, some of it is fair land and will grow pretty good crops, and some of it is gently rolling, rich, mellow, clay loam land, and will grow bumper crops.

The sand land and the fair land can be bought at around \$25.00 per acre. But it never will go to a high value like the best land, and never will grow bumper crops.

Our farms are *the best cut-over land that we could find*. Much of it has cost us more than some of the poorer land is priced at to the farmers. But this is the finest and richest that we could find. It will make a farmer rejoice just to come and look at this land.

All the National Land Colonizing Company figures on making on this land is a small profit that will give the men who have put their money behind this company a decent return on their investment. Our help in farm making costs the settlers nothing. We sell thousands of acres each year, and make only a small return on each acre. Our principles are many sales with only small profits on each farm.

You can get one of these exceptionally valuable farms on our very easy terms for only \$30.00, \$35.00 and \$40.00 per acre, and we will add the cost of the buildings to your contract if you want them, and will give you our valuable service free. When you come to see this land, you will say you have never seen richer, better laying land any place.

You can perhaps buy poorer land a little cheaper than this, but you cannot get such good land as cheap as we are able to sell it to you. Cheap land will never go to \$100.00 to \$250.00 per acre. *but this land will*, just as soon as it is cleared. Considering its wonderful value, we believe these fine farms are the cheapest that a farmer can buy any place.

And remember that we make a hard and fast guarantee to buy any one of these Ready-To-Start-Farms back at \$100.00 per acre just as soon as it is cleared and plowed, if the settler will sell it back on the same terms that we turned it over to him in the first place. Get on the farm, have a good place to live, take the crops off it in the meantime, and when it is cleared and plowed, *you can sell it back to us for \$100.00 per acre if you want to do so*. As a matter of fact, we know it will be worth a great deal more than \$100.00 per acre, but this guarantee is your proof of the value of this land.

## THE EASY TERMS

It is very simple for you to come and get one of these fine farms for yourself.

All you need to do is to come to our field office. (Do not come to our Madison office to see the land.) At our field office you can look over our soil surveys and pick out the farm plan that you think you will like the best.

Then our men will take you out, free of charge, to show you the farm and you can go over it carefully. Our men will also take you around to see the dozens and dozens of men already located on their Ready-To-Start-Farms, so you can see exactly what they are doing.

If you want to get a farm of your own, you return to the office and our men will make out the papers for you. You can pay down whatever you like. If you pay down one-half or more, we will give you a deed right away, with abstract showing clear title, and you give us back a five year mortgage for the balance.

If you do not have enough money to pay half, you can pay less, and we will give you a deed and take back a mortgage for all the balance you owe when you have cleared and plowed five acres.

All we ask is that you pay down at least \$500.00 per forty. This \$500.00 down per forty are our regular terms if you buy on land contract. This contract calls for nothing more on the principal for three years. Then, after three years, you begin paying small yearly installments. But remember that we will give you a deed and take back a mortgage for all you owe, and cancel your contract and the remaining payments on it as soon as you have cleared and plowed only five acres. This means that you can easily get a deed to your farm long before your yearly installments will be due.

If you can not pay down \$500.00 per forty at once, you pay down what you can to hold the farm, and then pay up the \$500.00 per forty before you move onto your farm.

You may want us to put buildings on your farm for you. You do not need to make any bigger down payment to secure buildings on your land. If you want buildings, tell the men, and they will give you the costs, and they will add the cost of the building on top of the cost of the land on your contract. Tell them when you want them built, and they will have them ready for you when you move back to your farm with your family.

It does not take any larger down payment to get us to put the buildings on your land. It is just the same, \$500.00 down per forty for a farm without buildings, or for a farm with buildings.

If you get 80 acres, it is \$1000.00 down. If you get 120 acres, it is \$1500.00 down.

If you are a good farmer and have some stock and machinery and are short of ready cash, you can talk things over with the field men, and they can give you a little better terms than \$1000.00 or \$1500.00 down on an 80 or 120 acre farm, especially if you put up your own buildings.

We do not like to sell 40 acres for less than \$500.00 down, but we will even make exceptions here sometimes if a man is a good farmer and has some stock and machinery, but is short of ready cash.

The state will exempt you from taxes on 40 acres for three years. On amounts over 40 acres, you get no exemption, except on the first forty.

On interest, we will take your note each year, up to the time you get a deed, provided you have brushed five acres and plowed two acres each year.

Enmount  
Pamphlet  
Binder

Gaylord Bros. Inc.  
Makers  
Syracuse, N. Y.  
PAT. JAN 21, 1908

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