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Department of Agronomy, Horticulture, and Plant  
Science

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7-1930

## North and South Dakota Horticulturist, 2(7)

South Dakota State Horticulturist Society

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# NORTH and SOUTH DAKOTA HORTICULTURE

Volume II

Number 7

## JULY

## 1930

THIS BOOK DOES  
NOT CIRCULATE

### TABLE OF CONTENTS

	Page
Cost of Being Sold, E. C. Hilborn, Valley City .....	2
North Dakota State Horticultural Society News	
Letter, A. F. Yeager, Fargo .....	3
Extracts from the Diary of a Traveling Man,	
W. A. Simmons, Sioux Falls .....	5
North Dakota Beekeepers' Notes, J. A. Monroe	
Fargo .....	7
Garden Notes, F. X. Mimes, Brookings, South Dakota	
Sioux Falls .....	9
Bird Study, the Bancroft College, Brookings, South Dakota	
Fargo .....	10
Flowered Paths Abroad, Mrs. Ada Neill, Water-	
town .....	12

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# NORTH AND SOUTH DAKOTA HORTICULTURE

Published Monthly at Schubert Building, Pierre, S. D., by the North and South Dakota State Horticultural Societies.

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## COST OF BEING SOLD

E. C. Hilborn, Valley City, N. D.

There were never so many salesmen in the world as there are today. Salesmen sell raw material to the manufacturers. The manufacturers employ salesmen to sell their goods to the wholesalers. The wholesalers send out salesmen to the retailers and the retailers employ salesmen to sell the consumer.

If we buy plants, we buy them either through the catalog or through the nursery salesman. These two methods, the catalog and the salesman method, are the two principal ways of carrying nursery stock from the nursery to the planters. Contrary to a common notion the costs are about the same by either method. The catalog house spends money through magazine advertising to induce prospective planters to write and request his catalog. Magazine advertising is expensive. This means a considerable investment before catalogs are sent. Then catalogs cost money and they must be made attractive. Several catalogs must be mailed out for each order received. On the other hand, when a salesman goes out to the customer he must be paid for his work. Records show that there is very little difference in the cost of the two methods of salesmanship. By either method it costs to sell goods. The big question with which we are concerned in this article is WHO PAYS FOR THIS COST OF BEING SOLD? Does it add to the cost of the consumer? Let us see.

One hundred years ago there were few salesmen. The world bartered its goods locally. Very few attempted to sell their goods beyond their immediate territory. There was little cost for selling. The man who produced sold among his neighbors. But while the world bartered it remained poor. Large industries could not be developed. Efficient production methods were impossible. Production methods of all kinds were pretty much on the armstrong order.

The last twenty years has seen the development of the most highly efficient sales forces the world has ever known. Sales forces have steadily increased during this recent period. Salesmen have continually gotten the larger share of the world's goods. Yet instead of getting poor the world has never gotten rich so fast. Funny, isn't it? Let's examine the facts further.

Many years ago an old Ford sedan sold for about \$1000. It had small tires, oil cloth cushions, no bumpers, no self-starter, no electric lights, nor the many other luxuries that go into the car of today. The Ford plant was small. Its sales force was small. But the Ford organization pushed out its sales force further and further. It employed salesmen to train their salesmen in super-selling. Orders came back to the factory faster and in larger quantities. The demand grew. Ford began to divide up his plant. He divided his manufacturing into finer parts. This enabled him to build more expensive machines to do a smaller piece of work automatically in larger quantities. This enabled him to produce cheaper and the price of the Ford went down at the same time improvements were made. Then the sales forces were speeded up even faster.

(Continued on page six)



# NORTH DAKOTA STATE HORTICULTURAL SOCIETY NEWS

## LETTER

### July, 1930

A. F. Yeager, Secretary, Fargo, N. D.

A gardener recently complained that he was having difficulty in keeping dandelions out of the asparagus bed. There should never be any trouble on this score if the plants are set properly in the first place. They should be set at the bottom of a trench about ten inches deep and then covered with about an inch of dirt. As the plants grow the dirt is filled in until by fall the ground is level. Deep planting permits thorough surface cultivation early in the spring and later at the close of the cutting season—using a plow or disk or any such implement—without reference to the asparagus row as the crowns will not be disturbed. Under such conditions, keeping weeds out of the asparagus field is one of the easiest of gardening operations. Incidentally, if you do not have asparagus, we might call your attention once more to the fact that cuttings of asparagus here at the college were made the first week in May and have continued up until this writing—July.

Trees which are completely girdled by mice or rabbits so that no bark can form should be cut off at the girdled point in order to give them a chance to recover. Girdling does not stop the roots from working and supplying the tops with moisture but does prevent their getting food back from the leaves. If the tree is not cut off or the girdled point bridged, starvation of the roots will occur. If the tree is cut at the girdled place sprouts may come out below the girdle and, if they do, will strengthen the roots instead of being a drain upon them.

As one of next year's premiums we offer one plant each of twelve varieties of Iris. These twelve are among the best we have tried out of 100 sorts. All colors are represented, including red, blue, purple, pink, yellow and mixed colors. Since Iris are in prime condition for transplanting now, I suggest that if you are interested you send in your membership dues for next year at once and ask for this as your premium.

The twelve varieties will come unlabeled unless you specially request that they be labeled. If you wish individual labels send 25 cents extra to pay for cost of material and labor.

Your attention is called to some regular features of our new magazine. There is one section on bees supplied by J. A. Munro, Secretary of the National Honey Producers League, and a special section on birds by O. A. Stevens, Secretary of the North Dakota Audubon Society. Mr. Stevens also expects to provide articles on flowers. He is perhaps our leading North Dakota authority on the naming and classification of wild flowers. If at any time any of you should feel inclined to contribute something to the magazine, please feel free to do so. North Dakota contributions should be sent to me rather than to Mr. Vance.

This past year has been the most damaging to trees, at least to some species, that we have ever seen. Birches have suffered severely and all but two of a considerable grove of Larch, 25 years old, were unable to withstand the combination of drouth and cold.

Several people have asked about the formation of seed on rhubarb. This is a perfectly natural process and something which will occur unless it is checked. The flower stalks should be removed as soon as they appear, and if you think there is not enough leaf growth in comparison to blossoms, a good application of well rotted barnyard manure applied alongside the row, not on top, will aid in making more edible product next year.

The Fargo Garden Society staged a very creditable Iris show this spring. We hope this is the forerunner of an annual event of this kind.

Perhaps you noted that your Spiraea Van Houtte did not blossom very well this year. This was the effect of the late frosts. A fact which you may have noted is that the blossoms on the older canes are killed by frost much more easily than those on the younger canes. If you have not



pruned your bushes we suggest the removal of some of the older black looking canes at this time so that the younger parts will be stronger.

Have any of you ever been troubled by borers in your squash vines? If so, you may be interested in the result of an experiment by the Massachusetts Agricultural College. They found that spraying a squash plant with a one-half per cent solution of nicotine sulfate destroyed the borer eggs. Spraying at intervals of one week is recommended. The base of the leaf stalks should be especially well covered with the spray.

The English Gardeners Chronicle tells of repeated experiments to make flowers last longer by using chemicals in the water. They review French, American and English experiments with the conclusion that no chemical is of any particular benefit. Cool temperatures do have a marked beneficial effect.

Now and then our tests with new varieties of shrubs discloses one which seems to have much merit. A shrub which looks interesting now is *Berberis Vernae*, a rather dwarf species of barberry which is apparently very much more hardy than the Japanese barberry. *Tamarix*, or *Tamarisk*, is another shrub not considered hardy for this region but we have a Siberian form introduced by United States plant explorers which seems perfectly hardy in very exposed places. It would seem to me both of these plants might well be given consideration by the nursery trade. The finest Mock Orange it has been our privilege to see is *Virginal*. Its blossoms are incomparably better than any other Mock Orange of the six or eight varieties we have under test.

Why are angle worms bad in some soils and not in others? The answer is organic matter. Worms eat organic matter and the more there is of it the greater the number of worms.

"Gardening Illustrated" (English) suggests some annual plants for one color flower beds. The following are recommended for the dark blue: Corn Flower, Larkspur, Lupine, Venus' Looking Glass and as an edging, *Phadelia Campanularia*. For a red bed: Opium Poppy, Scarlet Queen *Clarkia*, Red Flax, *Godetia*, with Tom Thumb *Nasturtiums* as a border. The planting and execution of such a flower bed would certainly be an interesting project for someone who has the time.

We note in the Florists Exchange that Woolgatherer mentions another old *Cyclamen* plant which is 30 years old. The method of handling it has been to stand the pot outdoors for the summer with no care, then bring it into the house in the fall where it is grown until spring. The bulb of this old plant is nine inches in diameter.

A vegetable grower in Pennsylvania says I am all wrong in thinking that tarpaper is not good to use for paper bands for starting plants. He says he has had success with it. However, his proof is not conclusive inasmuch as the roofing paper he used was not ordinary tarpaper. Incidentally, I might state that this year we used some wood veneer bands for starting plants and were very much pleased with them. We have tried peat pots, various kinds of paper bands, paper pots, etc., and have never found any of them to be as good as the regular clay pots except these bands made from wood veneer. Wooden bands are not penetrated by roots and since they do not decay in the short length of time required to grow a plant, the organisms of decay do not rob the plants of their nitrogen supply as has been found to be the case with paper.

The plant patents bill, which permits the patenting of plants propagated by cuttings, grafts, etc., but excludes seed propagated plants and those grown from tubers, has passed Congress and been signed by President Hoover. You may now have protection for a new variety of apple or plum just the same as though you had invented a new kind of machine.

Contrary to results secured earlier, the Minnesota Experiment Station found last year that the yield of raspberries secured was in direct proportion to the length of the cane left; the heavier the pruning the lighter the crop. This was a case where the canes had not been injured by winter. If the tips have been winter injured pruning them back is desirable. It would seem to me also likely that where there is a deficiency of moisture, heavier pruning would be beneficial. Dr. Brierly of Minnesota

(Continued on page fifteen)



## EXTRACTS FROM THE DIARY OF A TRAVELING MAN

W. A. Simmons

Equitable division of effort: "You wreck 'em. We get 'em." Garage man's sign on highway.

If the sole purpose of winter is to provide ice for refrigeration, we will soon be able to get along very nicely without it. The North American Car Corporation of Chicago, through its research department, has perfected the "Frigicar" which maintains a temperature anywhere desired, between zero and freezing, by the use of ammonia and brine, power being drawn from the car axle. This type of refrigerated car is claimed to have so many advantages over the old style iced car that the company will begin at once to equip its entire fleet of refrigerator cars for mechanical refrigeration.

Here is an item our bee editor should include on his page, but he probably won't, so I will do it for him: "North Carolina bees reported imbibing at illicit stills. How would you like to meet an intoxicated bee?—The Duluth Herald."

May 9: Took advantage of one of the rainy days—there have been but nine of them so far this month—to visit Professor Yeager at the N. D. A. C. today. Among the many interesting things he showed me were 5000 four-inch pots occupying an entire section in the greenhouse, each pot containing a small potato seedling, about two inches high. When settled weather arrives, these are to be carefully knocked out of the pots and set out in the field in rows three feet apart and two or three feet apart in the rows. By fall, tubers as large as good sized marbles may be expected and these will be carefully saved and planted in the open next year, at the end of which time full sized potatoes will be found, when selection can begin. This is a slow method of producing this necessary element of a square meal, but it is the way new and improved varieties of potatoes are produced, and it is safe to bet that Professor Yeager will have something good to offer us as a result of these many seedlings.

May 13: Valley City is one of the prettiest of the North Dakota cities, both as regards natural location and as to what the citizens themselves have done to improve a beautiful setting. Folded down beneath the high hills that border the Cheyenne River, it is completely hidden from one approaching on the highways till he winds down the long hills and finds himself right in the town. There is a tourist park along the banks of the river with plenty of shade afforded by the fine trees that border the stream, and in the center of the town the Northern Pacific Railway has a large and beautifully landscaped park. Valley City is the home of the Northwestern Nursery Company and to Mr. Hilborn, its president, is largely due the credit for making it the beautiful town it is.

My visit today was in pre-lilac and pre-apple blossom time and only the earliest tulips were in bloom and yet there was a wealth of bloom among the shrubby borders, and this bloom I found coming from two hardy and most valuable shrubs. These are the Snow Garland Spirea and the Rose Tree of China. The Snow Garland Spirea was imported from Holland many years ago by Mr. Hilborn and has beautiful white blossoms as its name would indicate. It starts blossoming when only a foot high and is fully a month earlier than the Van Houttei Spirea.

The Rose Tree of China, really one of the hardy Japanese flowering cherries, reminds one of the lovely Flowering Almonds, but it is hardier and grows much larger, many of them exceeding four feet in height and being a perfect blaze of bright pink double blossoms. These two shrubs harmonize nicely together and give what one might term a pre-shrub season of blossoms long before the others get around to cheer us with their bursts of bloom.

Mr. Hilborn tells me he now has an active agent at Anchorage, Alaska, who sent in thirty orders this year, totaling more than \$400. This is literally extending one's business and helpful influence to the ends of the earth and speaks well for the degree of horticulture culture attained by the people in our far northern territory.



May 19: The dandelion is probably our most plentiful wild flower and, unlike most others, there is no restriction on the picking of its flowers, though there are constitutional restrictions on some uses of them after being picked. This flower is so wild that it imparts that quality to most of the owners of lots on which it grows. Fortunately there is no danger of its being entirely eradicated, for springtime would lose a lot of its charm if this brave little golden blossom were absent. If it required great skill to naturalize it, we would no doubt prize it highly and have many books written on its culture.

The National Association of Gardeners is sponsoring the establishment of an international peace garden somewhere on the boundary line between Canada and the United States. The idea was conceived by Mr. Henry J. Moore, lecturing horticulturist for the Province of Ontario, and has received much favorable comment and aroused much interest among the garden clubs in this country.

It is proposed that this garden shall consist of a thousand or more acres, half in Canada and half in this country, and be located somewhere along the boundary line where it would be most accessible to the greatest number of people. In it will be planted all the varieties of trees, shrubs, and flowers adapted to the locality, and it is thought that this garden will be a more impressive monument to the more than one hundred years of peace and friendliness that have existed between our good neighbors of Canada and ourselves than any that could be constructed of granite or marble. The project will require a considerable investment of money, both for its establishment and for the sinking fund necessary for its maintenance; and it is planned not only to welcome large contributions from those able to make them, but to have the school children of both countries contribute their mites, so they will feel an interest in the project and have the lesson of peace brought home to them.

We hope and believe that this worthy project will be carried through to a successful conclusion, to the end that the friendship existing between these two countries will be still more firmly cemented.

Note from the sales manager's letter: "It is keeping the boss in hot water that makes him hardboiled."

May 30: The writer of this department recently received a very lovely present from Mr. H. N. Dybvig of Colton, South Dakota, in the form of an Agnes and a pink Gottendorst rose. While we do not intend to do any hinting, anyone desiring his name mentioned on this page may take notice that this method is a sure fire success.

Mr. Hobart tells me that he has had the Agnes rose for five years and while it is not a monthly bloomer as are many of the Rugosa hybrids, its blossom is of a very beautiful shade of creamy yellow and it is a great addition to our list of hardy roses.

#### COST OF BEING SOLD

(Continued from page two)

Salesmen were sent out into the country to push the sale of Fords and even into foreign nations to increase consumption. This greatly increased the volume of orders turned back to the Ford plant, which in turn enabled Ford to buy up forests and mines, subdivide his production methods further and again reduce costs.

We hear much of mass production and mass efficiency these days. Let us not forget that it rests upon mass demand, and mass demand is produced by a highly organized system of salesmen. Magazine advertising is used to create an interest on the part of the public. Salesmen are used to turn these desires into orders. Salesmen make for a steady business. Orders poured back to the plant twelve months in the year. Without salesmen that would be spasmodic, seasonal. It would make efficiency production impossible.

What about nursery stock? Advertising through magazines to secure the names of prospective planters on a large scale is necessary for the catalog nurseries. A beautiful attractive catalog is necessary, made in

(Continued on page eight)



**NORTH DAKOTA BEEKEEPERS' NOTES****J. A. Monroe, Secretary-Treasurer, North Dakota Beekeepers Association**

Plan to attend the summer meeting of the North Dakota Beekeepers' Association to be held at Carrington July 18. The meeting will open at 10 o'clock in the morning and last throughout the afternoon. A well rounded program is in course of preparation and will be announced as soon as completed. Prominent speakers have been secured and the present indications are that this will be a meeting well worth remembering. Come and hear your problems discussed. It will do you good to meet your fellow beekeepers and get acquainted.

It is worthy of note that honey is being used and advertised extensively by a number of industries. For several years past the Kellogg Company of Battle Creek, Michigan, has advertised honey enthusiastically as a health food to be used along with corn flakes and other cereals. Every once in a while this office hears of some new baker's concern adopting honey as a sweetener in some form of cookery. It is the common thing to note that bakeries are featuring honey bread, cookies and so forth, because of better keeping qualities and health value of honey made bakery goods. Just lately my attention was drawn to a new cereal on the market known as HONEY BEE WHOLE WHEAT FLAKES cooked in honey, carrying the statement "here is all the goodness of genuine whole wheat cooked in honey and toasted." Also just recently a bakery company with headquarters in Moorhead, Minnesota, has started supplying all the grocery stores in Moorhead and Fargo with a product known as "Honey Glazed Doughnuts." A considerable quantity of honey is used in the manufacturing of these doughnuts. They have proved extremely popular in this section of the country. Anyone interested in honey recipes should write the Kellogg Company, Battle Creek, Michigan; the American Honey Institute, Indianapolis, Indiana, or the American Honey Producers' League, State College Station, Fargo, for honey booklets and other literature on honey and its uses.

Here is a recipe taken from a recent issue of *Gleanings in Bee Culture*: It is entitled "Honeyed Grapefruit" and is well worth a trial for your breakfast menu. Half the grapefruit, remove core and divide sections as usually prepared. Pour over the fruit from one to two tablespoonfuls warm honey; let stand 30 minutes before serving.

In a recent issue of the *American Bee Journal* the following statement made by Dr. O. W. Park of Ames, Iowa, appears: "The bee must make 12,960 trips and travel 25,920 miles, or once around the earth, in gathering a pound of nectar which in this case is only 50 per cent sugar. Since honey is 80 per cent sugar, it will be necessary for the bee to gather 1.6 pounds of this nectar to make one pound of honey, and in so doing the total distance traveled would be 41,472 miles.

"It is to be expected, therefore, that under favorable conditions the bee would fly approximately 40,000 miles to make a pound of honey. Under unfavorable conditions, the distance would be increased."

As a member of the North Dakota Beekeepers' Association you are entitled to one year's subscription to the *American Bee Journal* at half price, that is 50 cents when sent through the secretary of the association, instead of the regular price of \$1. You are also entitled to one year's subscription to *Gleanings in Bee Culture* for 50 cents or two years for 90 cents, when sent through the secretary of the association. When sending in your membership fee of \$1 to the association you may add the extra amount for the one or both subscriptions with the remittance. Every beekeeper of North Dakota who has one or more hives of bees should belong to his state beekeepers' association, and should subscribe to at least one bee journal to keep up with the times.

Beekeepers should make a practice of saving every scrap of wax whether it be cappings, burr combs or old pieces of comb that have served their usefulness. It is remarkable the amount of wax that may be saved in a season by a systematic saving of all the small pieces.



### Notes on Entomology

Many letters have been received on aphids or plant lice this spring. A good control for this pest includes spraying the infested plants with the following solution: Black leaf 40, 1 ounce; soap,  $\frac{1}{2}$  ounce, and water, 6 gallons.

Cutworms have taken their usual toll of cabbage, tomato and other garden plants this past season. Their season of damage is now over but it is well to remember for another year that there is probably nothing else so effective for a control as a poison bran bait. A bait consisting of bran, 1 quart; molasses, 1 tablespoonful; Paris green, 1 teaspoonful, and water to moisten, if well mixed and applied in the late afternoon of a warm day when the cutworms are active, will result in almost complete control.

It is rather disconcerting to see so many of our beautiful shade trees injured by the various insect pests that are prevalent year after year. This season the spring cankerworm together with the lime tree span worm has succeeded in defoliating large areas of trees throughout the Red River Valley and in other parts of the state, according to reports received at this office. Much of this injury may be prevented by banding the trees with "Tree Tanglefoot" early in the spring as it will prevent the wingless females gaining access to the trees. If banding is not done then it will be necessary to spray the trees with an arsenate of lead or Paris green spray as soon as the worms are first observed doing injury.

The ash tree borer has attracted a good deal of attention during the past because of its destructiveness to these trees over a great area of the northwest. This pest bores within the tree trunk causing the wood to become honeycombed with tunnels with the result that many of the trees break over during wind storms. Adults of this pest began to emerge from the ash trees on June 6 this year. The adult is a large gray moth with a wing expanse of nearly three inches. The only practicable control as yet recommended includes the cutting down and burning of badly infested trees. It is recommended to introduce a small quantity of carbon disulphide into the tunnels of trees lightly infested and plug the entrances to the tunnels with mud. The gas from the carbon disulphide will penetrate the tunnels and kill the borers.

### COST OF BEING SOLD

(Continued from page six)

large quantities so that the nurseries can secure a large quantity of orders, and produce on a large scale.

For the agency house a large well trained force of salesmen is necessary. These salesmen operate over a far flung line from the home nursery in several states. They work twelve months in the year. They keep a stream of orders coming back to the nursery quite steadily throughout the twelve months. They lower costs of distribution because they accumulate masses of orders in a given territory permitting heavy freight shipments and oft times car lot shipments to distributing centers. But the important thing is this: The salesmen make possible mass production at the home nurseries. This can be well illustrated by a single field growing in the nurseries at Valley City. There is one field in which is growing 500,000 three-year-old Green Ash. Machinery prepared the ground. Machinery opened the trenches for the seed. Machinery firmed the ground after the seed was planted. Machinery cultivated. Machinery dug the trees and trucks bring them into the warehouse.

Should Ford call in his thousands of salesmen scattered over the country and attempt to depend upon an ordinary demand for his products, his plants would be idle within a month. His factories would close down. Men would be thrown out of employment. There would not be enough demand to run his expensive machines and in a short time he would be thrown back to the crude methods of a small factory production. This same thing would be true of radios, of electric refrigerators, or of any other widely distributed product.

(Continued on page 16)



## GARDEN NOTES

F. X. Wallner, Sioux Falls

As I sit here by the pool this Sunday afternoon trying to get these notes down, I see that daddy sparrow as well as mother sparrow is making regular trips from the garden with worms for the four little heads that stick out of the little hole that was meant for a wren house.

Our pepper plantings consist of two main crops, Ruby King and Oshkosh; two early, Ham's Early and Harris Early. Giant, one hot and one sweet red for canning. The Sunny Brook in the past was often referred to as the Topepo.

Our tomato plantings consist of at least ten or twelve varieties. We have the potato leaf or Gandreth, no substitute; we have not grown this since about 1885. We have four early, four medium, four later, about equally divided, red and pink, but we do not have room for the beef-steak type, ponderosa or tree tomato, nor any of the pear, plum or the cherry type, not even a yellow.

In sharpening your blades or your wheelhoe, leave the tip end so that it will form a sort of hook; it will not slip over so many weeds and it will hook them out much easier.

We did not expect to see any more fruit buds on our grapes after the freeze, but we have noticed that there are some on the second shoots.

The tomato plant referred to in North Dakota Notes, no doubt was a sort of frost proof or hardened plant. We have noticed the same thing in tomatoes, peppers and cabbage; plants that were thoroughly hardened stood the frost while others that came out of the greenhouses were all frozen.

We have two long rows that we call Southern stuff. Sweet potatoes on one end, Lima beans on the other end and peanuts in the middle section.

Dwarf Lily Elegins are about all we will have this year, the rows were too far advanced and the frost got the buds. The later ones in the rock wall, around shrubbery or shady places are beginning to bloom. June 14, they do not stand a freeze when in bud as well as the Peony or Oriental Poppy.

We wish someone would stop in at once to decide this debate that is waxing warm about the wigglers or polywogs—they surely are not fish as we at first thought them to be. I think they will be toads, a reminder of the eight pairs of toads we had in our pool one night; there will be thousands of them turned loose in the garden; they should devour thousands of bugs and worms.

That Traveling Man seems to be making that trip to Robertson's orchard more frequent; we venture to say the three bottles of "wonderful cider" were not emersed in 110 degrees water; still no illegal kick; just that wonderful blend he tells about. No wonder he thinks that the first three miles away from there are still pretty rocky and rough; still I know he is a very careful driver, as I have made two trips to the horticultural meeting with him.

Perfection White Tip or Sparkler is the most brittle and hardest of all radishes tested this year.

We have always used air slacked lime or the hydrated lime for our vine crops, and believe it always did very much harm in burning the tender plants, but this year we see no bad effects, in fact, the plants look fine after several dustings of gypsum and calcium arsenate, as used by the Iowa growers; we feel the change is worth considerable to us.

The real potato growers spray ten times and oftener and use the weeder five or six times. They usually cultivate three times.

California alone grows about 10,000 acres of carrots for shipping the year around and 30,000 acres of cantaloupes.



## BIRD STUDY BY THE BANDING METHOD

O. A. Stevens, Fargo, N. D.

The return of the summer birds brings back old friends of the year before. Some bird with a missing leg or other distinctive feature may be seen for two or more years in succession. A pair nesting in the same place in succeeding years often is assumed to be the same, but this is not necessarily true. Positive information is obtained by trapping the birds and marking by means of numbered metal bands.

This method of study is now being carried on by the Biological Survey of the United States Department of Agriculture through the aid of some 1500 cooperators located in various parts of the United States and Canada. At present North Dakota has thirteen such cooperators as follows: Mary E. Armstrong, Cooperstown; Glenn Berner, Jamestown; G. C. Bierens, Fairmont; H. L. Chaffee, Amenia; Albert Harris, Mapleton; Olga Lakela, Minot; C. I. Nelson, Fargo; Wesley D. Parker, Fort Totten; L. C. Pettibone, Dawson; Edgar S. Preston, Tower City; O. A. Stevens, Fargo; Perna M. Stine, Minot; Frank J. Vegtasa, Fairdale.

The following list of eleven trapping stations are located in South Dakota: Edwin C. Anderson, Dell Rapids; Dr. J. F. Brenckle, Northville; H. C. Britzman, Canton; J. W. Cluett, Lake Andes; Paul M. Deller, Athol; Mrs. Blanche M. Getty, Sioux Falls; Dr. H. M. Halverson, Yankton; A. R. Lundquist, Webster; W. B. Mallory, Lennox; William H. Over, Vermillion; James E. Townsend, Brookings. The Province of Manitoba has nine stations, most of them in the vicinity of Winnipeg. Minnesota has forty-two of which fifteen are located in Minneapolis and St. Paul.

The cooperators receive no pay, but work only for their own pleasure and for the advancement of science. They must secure both federal and state permits for the purpose and provide their own traps. Bands and report blanks are furnished by the Biological Survey. A record of all birds is kept at Washington by the serial numbers of the bands. The limit of figures which could be used on a band was soon reached, so that most bands now in use bear also a letter A, B, C, etc. Anyone who finds a dead banded bird, sends the band or its number to the Biological Survey, Washington, D. C. The finder is notified of the original record and the original bander of the finding of the bird.

Most of the trapping stations consist of one or two traps in the back yard where only a few birds are taken each year. At a few of the largest stations more than 1000 birds are taken during a year. Some people give special attention to ducks, gulls, etc., and new types of traps are being devised for species which are more difficult to secure. Trapping is attended by some chance of injury to the birds, but on the whole the benefits which they receive are far greater.

Special interest has been taken in the banding of ducks on account of their game value. The breeding grounds of the birds migrating to popular hunting grounds can be determined in this way. When this is known, means of further protection are of very direct interest. Last fall Mr. Frederick C. Lincoln of the Biological Survey, who has charge of this division of their work, visited North Dakota. Through the courtesy of Mr. George T. Slade, a trapping station was established on the latter's game preserve near Dawson. More than 1000 ducks were banded in eight days just before the hunting season. The "returns" from such birds are of course secured largely through those killed in hunting, and amount to about 12 per cent of the total, according to Mr. Lincoln.

Some results from the birds banded at Dawson should be available by this fall and will show something about the flight of ducks which nest in North Dakota. No duck trapping had been done in the state before this. From July 1, 1923, to December 1, 1926, mallards which had been banded at Cuivre Island near St. Louis, Missouri, were reported from 28 localities in North Dakota and 26 in South Dakota. Smaller numbers came from other stations in Missouri and Kansas, also a few from Saskatchewan and Alberta. Mallards banded by Mr. Lincoln at Browning,



Illinois, were found at seven localities in North Dakota and eight in South Dakota. One bird each of these had been banded four years before.

The results of banding have shown that birds very commonly do return to the same place to nest, and what is more interesting that they return to the same place for the winter. Those which are banded during migration rarely are retaken. From nearly 1000 juncoes and song sparrows banded by the writer none have been reported so far. Out of 1700 Harris, whitethroated and fox sparrows, the following have been found: 2 Harris in South Dakota and 1 in Oklahoma; 1 white throat in Arkansas and one in Oklahoma; 1 fox sparrow in Manitoba.

Last year the writer made a special attempt to trap brown thrashers. Out of 18 old and 8 young birds banded, 4 of the old ones have been taken this spring and another was found dead at Christine, North Dakota. Whether the fifth bird met with an accident before reaching its old home or whether it stopped a little short of it we do not know. Out of 95 robins banded the last two years, the writer has caught this spring 2 banded last year and 2 the year before. Probably a larger proportion would be secured if they were not rather difficult to trap. A third bird of two years ago was found dead in the street, having been in the neighborhood and very probably all last year as well without being caught. Other returns from last year's birds the writer has had this spring are a chipping sparrow, cowbird and grackle.

A robin was captured by Mr. Berner at Jamestown which had been banded three years before by Mrs. A. W. Guest formerly of Jamestown. The two stations are about a mile apart indicating a possible slight shift in nesting locality. Rev. Bierens of Fairmont reports the recent capture of a robin banded last year. A dead bird found by Mexican laborers at St. Thomas, North Dakota, about April 3, 1930, proved to be a killdeer banded when a young bird in 1928 by Mr. Vegtasa at Fairdale, North Dakota. Miss Lakela of Minot has just reported the capture of a nesting pair of chickadees, both of which were banded by her last winter. This establishes definitely that our chickadees may be permanent residents. We have suspected that many of them go elsewhere to nest and further reports on them will be awaited with much interest.

A very few reports from older stations in other states have shown birds returning for five or six years, so that this appears to be nearly the extreme of life for our small birds. Many other problems are being studied by this banding method. While the migrating birds have given few returns they have told us much about migration movements. The writer found that the Harris sparrows remained on the average about a week during fall migration but only two or three days in the spring. Occasional birds remained two or three weeks in the fall and the young birds lingered longer than the old ones. A white throated sparrow banded near Chicago in the spring of 1928 was found dead at Moorhead, Minnesota the following year. This shows that a different migration path had been used. In time we shall learn whether this is usual or exceptional with different species.

The writer has suggested in a recent article (Bird Banding for April, 1930,) that while the possibilities of securing scientific knowledge by this method are very large, the greatest return is to the workers themselves. Never before has such an opportunity been offered to handle living birds, to release and recapture them later, to study the behavior of positively identified individuals.

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The beekeepers of South Dakota have organized a State Beekeepers Association and from all appearances, much benefit will come from this organization to the beekeepers and to the consumer.

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The South Dakota Nurserymen donated all the premiums for the society this year. The society appreciates receiving the premiums, also the spirit in which they were given.



## THE FLOWERED PATHS ABROAD

Mrs. Ada Neill, Watertown

The desire to grow flowers comes upon a people unconsciously; grows continuously. We know that each country has its own characteristic marks of individualisms.

After all these years of being the associates of the flowers growers of the world, why wouldn't flowers and parks depict the characteristics of their growers, their habits, their likings, their sentiments, their melodies, yes, even their romances.

So, instead of inviting you to make a study of the people abroad by musty cathedrals, crumbling abbeys, dim art galleries, I'm inviting you to go with me for a few minutes out into the open, to meet the flowers along the roadsides and the parks of Europe. We all know that there is a crust of ancestry over everything abroad—a sort of long ago sentiment linked to now. You wade right through it. Many of the designs of the flower beds and the parks in Europe were marked off by flower lovers hundreds of years ago, who didn't care if you were going to like them or not. These were their ideas and you had to take them. And this ancestral sentiment has kept these designs unchanged ever since. Now after these years of growing, grooming, pruning, stalking and pinching back in these same designs, nothing more beautiful in harmony of colors, or more artistic in arrangement of design, can be found. But it is the centuries—the years which has brought it about.

As when for a shilling, I was allowed to pick a tiny nosegay in a garden back of Shakespear's home, Avon, England, where there are growing in wild profusion all the flowers mentioned in Shakespear's plays, I lifted my hand in gay salute to an audience of one. I've picked a flower whose ancestors were picked in the fifteenth century by the greatest drama writer of the world. And it was just a tiny bunch of sweet scented yellow buttercups, which grew wild in most of our eastern meadows.

So you see England is telling her ancestry with flowers, not only once, but again and again, for England is just a mat of nosegays divided into circles, rows, squares, streets, with well groomed hedges centuries old. When there is no more room in the ground, there are planted red geraniums, single purple petunias, white daisies, blue forget-me-nots and wandering jew, plain and striped, in window boxes wherever there is available space, even on the railroad stations.

These flowers grow and climb up to the very eaves of the one-story farm houses, till there is no spot in rural England that is not a flower picture in itself. The poor of England may have no luxuries, no comforts, but they must have their flowers. I'm not going to invite you to Hyde Park, London, instead we are going out to Windsor, twenty miles into the country, to see the Burnham beeches, sometimes called the Arden Forest.

These trees have been stored in my mind ever since I saw them. Here is the smell of the real beech, which alone is worth coming out for. You start in to walk on a turf of green velvet with every spear of grass looking as if it were just cut and brushed into its proper place. This turf unfolds itself foot by foot, three miles long, under wide spreading beeches with straight forms of smooth bark. Real aristocrats of the forest. While yellow and brown shadows and whole families of English robins play at your feet. Later these robins fly to cover, then the woody silence is indescribable. Through the trees the whole distance long is the view of the east terrace of Windsor Castle. What could be more English than this clean, calm, stately park that ends with a castle for a crowned head?

We have all tried our hand at growing English ivy in a flower pot. We all know how slowly it grows. When I gazed in amazement at the bank along the ravine dividing old Edinburgh from the new in Scotland, where grows English ivy in the design of curtain lambrequins looped back with tiny English bay trees for knobs, each lambrequin an



eighth of a city block long and widened to twenty feet in the center, and many of them, I asked myself: where on earth did this thing start? A moment later I asked another, "Isn't that just like a Scotchman—be a thing of beauty that costs nothing?" Then I looked afar to the north, the hills and the crags. It was the time when the heather was ripening into purple. The more you study the hills and crags the more you love them. They seem to hold their charm till the last. Possibly that is the Highland of it—not to give till they have to, then when they do they let the final sum-up of the purples, the whites, the grays and the long black shadows be such charm as never to be forgotten.

Go flower hunting where you will, there is always the bloom of the heather on the hills with you, after having seen the north of Scotland in late August. You will lose your heart to the flowers and laugh out loud the minute you land in Ireland. Every native flower has an Irish personality as pert as a whipcord, and the air that goes with the brogue you can slice. The pansies wink saucily at you like Irish dairy maids inviting you into the inn for a friendly glass. The red and white fuchsias swing merrily to and fro on their long stems, and well they may, for here they grow out of doors the year round. The fragrant white hawthorne bushes and the blackberry bushes spring at you with their sharp thorns, every ready for a scratch or a fight. The Shamrock bobs up everywhere, like the Irish—idle poor, no work, no blossoms, no bouquet qualities, but winning you with its magic spell, and like the wit of Ireland—best at home, growing nowhere else. Then when the copious rains come all take a drink together, like Irish friends and foes alike, and again are bosom cronies, growing in masses along the lanes and hedges and over the leafy lawns. When the sun smiles for fifteen minutes, being true Irish, all respond instantly to kindnesses and nowhere else in the world are greens so green.

Though the world is worthy of its many parks, like the famed celebrities of every kind, on one hand can be counted all those of distinction, Phoenix Park, Dublin, Ireland, is one of the world's five. Now there is nothing particularly interesting about Phoenix Park aside from its being the largest free park in the world (700 acres) except its rows. Earth has been thrown up not unlike a low bunker on a golf course. This bunker, one-seventh of a mile long, winds and curves under the big trees.

On its sides are growing rows of pansies, each row in its own respective color. At a distance these rows resemble an old fashioned Irish rag stair carpet stretched out to dry.

One who has spent any time in native woods will want, I venture to say, to spend a whole day in the Thier Garden, Berlin, Germany. And, if you were a German, and it was on a Sunday, you would. And you would bring the whole family and the lunch along and take an hour and a half to eat it. The whole family would express their joy with mugs of beer several times full to the brim, bought at the nearby outdoor beer garden. This beer garden also furnishes the music for this particular corner of the park. Flowers in Germany grow by music and those in the Thier Garden must, I believe, nod to it in their sleep, for there is a continuous concert coming from different corners of the park.

When you have looked long at the roses growing around ornamental stakes in the Rosengarten, walk down a footpath of fine gravel worn as hard as a bone; keep on until you come to the equestrian path of soft sand, then if no vehicle is coming, turn into the paved carriage drive. Don't hurry, if you do they will take you for an American. Walk instead with a slow determined, confident German tread. You will be glad not to hurry; it will give you time to gaze into the tiny pools and ponds, with their dark glassy shadows, like varnished lapis lazulies, over which are hanging trees that have never been trimmed, elbowing each other for a bit of light, and at whose roots the underbrush has been left to keep the effect of real wildness of the woods.

Cleanliness everywhere—not even a tiny mud puddle for an American eye to see. If the bands do cease for a moment then comes the swishing and the scrapings of coarse brooms, which are forever busy. Were this park in midocean you would know it belonged to a one time



military power. Its war characteristics stand right over you the minute you enter Siegesallie, the parade avenue of the park. Here Germany has erected a monument for every one of her victories. She has won so many that, within a short distance of each other, they line both sides of a paved carriage drive a half mile long. First comes the linden trees which are a disappointment with their scanty, skimpy foliage, then long stone couches or benches directly in front of each war monument and lastly the heavy background of the thickly foliaged beech and maple trees. No time to walk down Siegesallie, and I fear now you are in the same tired frame of mind, as was the American girl whom I met at this particular spot. Flouncing herself down tiredly on the hard stone couch in front of one of the war monuments, she sighingly said: "No one at home need envy me, I have never worked so hard in my life." She had climbed 552 steps and tramped through 40 parks. So, we are going to Livoli, Copenhagen, Denmark, where we can sit and rest and look. Yes, a thick cheese sandwich and a cup of hot coffee please and quick, for it is autumn and cold.

Livoli is an amusement park whose flowers are artificial, open from sundown till sunup. It is a display of skill in making these flowers with electric lights that I wish you to see. There is no other Livoli in the world. A tiny stream winding its way through the park is shored with tall artificial hollyhocks, bending and swaying in true hollyhock colors. A sloping bank of a small pond is a mat of long slender green electric lights shooting up from the ground like tiny blades of grass. A large butterfly with gay glittering wings, a big turtle in grayish brown, both made with electric lights, are floating and sleeping in a pool colored as blue as the Mediterranean by a shore string of electric lighted sapphire stones. Live trees trimmed to represent fruits trees are in full bloom and in fruit, oranges and apples, blossoms and fruits are electric lights.

A walk widened on both sides with red tulips, each petal a separate electric light, perfect in shape and color, is leading the way to the outdoor Japanese Garden. Here dainty colored parasols hang from trees and are casting gay colored electric lights way into the black Norway pines at the back. A large gate, a network of red and white electric lights, with a large crystal star sparkling in the center, is showing the way out.

Now that our night out is over, let us leave in time to see the flowers in the early morning market in Brussels, Belgium. Already work has begun. Long four-wheeled carts drawn by dogs or pushed by women are rumbling over the stones and pavements. These carts or stands, two or three decked, some with awnings, some with umbrellas, are piled high with unarranged flowers picked with the dew on the night before. Underneath the carts are swinging empty tin cans, wooden buckets, long handled vases and a big water tank. The stand moves into place. The dogs curl up to sleep. Now comes the artistic arrangement of the clusters. The gay glads and the Madonna lilies and the tall blue delphiniums go to the top. Sweet peas and armfuls of gypsophila below, while pansies, coreopsis, violets, phlox, nasturtiums, petunias, cover the last shelf, attractive enough to make anybody buy.

Work done up, the women seat themselves in front of their stands close to their shine boxes, which hold their brushes for blacking people's shoes. Directly come the chatting and the knitting, for why be idle while waiting to sell or to shine?

Friilly France, if she had but one flower it would be the scarlet poppy, which being truly Parisian, gorgeously dressed today, gone tomorrow. But France does have other flowers. Her roses in the south along the Riviera grow so luxuriantly they seem to have more than the ordinary breath of fragrance. And here again is that rich royal vagabond—the single dark purple petunia. You cannot lose it. It is in every country, and in the diamond shaped flower beds between the Trocadero and the Eiffel Tower, Paris, where screened from the wind, unsheltered from the sun, its every joint has a dark purple velvet blossom. And with it is that happy little begonia, that sends out a tiny pink blossom with every leaf.



To get the exact time by flowers, you have to go to Switzerland. The clock dial made of flowers in the ground in the Korsal Park, Interlaken, is without question keenly alive to its Swiss duty. So much so, that an American tourist addressed it with: "You're the very best all firedest, all bloomingest epitaph in the world to a race that knows clocks and is not lazy." For the setting of hundreds of tiny plants—old hen and chickens, short white candy tuft, blue lobelia, pinched low tiny geranium plants each with a single stalk of pink, bloom into a 40-foot round clock dial, so thickly, so correctly that even Big Ben in London may strike with amazement. This alone, is not a small after tea job. Unbelievable as it is, from somewhere underneath in the ground, this flower clock of beauty, keeps perfect time and chimes the hours.

The Boboli Gardens, Florence, Italy, are rightly named. They are a Chinese puzzle of hedges. Long narrow walks twisting here and there, walled high above your head with thickly grown, closely cropped myrtle hedges. You dare not bob back, you can't bob over, so you keep bobbing ahead deeper and deeper into the green mystery, with the fear that you are never going to find your way out. You hurry, your breath gets shorter, the whole world is lost to you except the sky overhead. These narrow hidden walks may, no doubt, be all right at the present time for an occasional native Italian flirtation, or may have been all right in the eleventh century when about a foot high, and outlining a kitchen garden. But now, in the twentieth century, six feet high, a tourist attraction set in a foreign tongue and an unknown American woman alone. But by the time you do find the right opening, you want to go back, just for the sheer novelty and charm of being lost in a forest of myrtle hedges which in no other country are as old or as full of mystery as these.

So you see flowers and parks do know just where and how to grow for us to see ourselves as others see us.

#### NORTH DAKOTA STATE HORTICULTURAL SOCIETY NEWS LETTER (Continued from page four)

has also discovered that fruiting raspberry canes are unable to send food back to the roots the latter part of the season, hence the recommendation that canes which have fruited should be removed as soon as possible after the crop is off. This fact also accounts to some extent for the failure of newly set raspberry plants to produce good new sprouts if the plant is allowed to fruit the first season.

Many of your peony plants have, no doubt, been disappointing this season. The leaves were all right and the buds could be seen on the ends of the plant but they failed to develop. Frost was the cause of the trouble this year. It killed the flower bud without injuring the leaves or stems.

One of the southern nurseries reports Pixwell and Abundance gooseberries, originated here in North Dakota, as being very satisfactory. The fruit is large, the canes are long and not much branched, and the plants stand up well without trailing on the ground.

Don't be afraid of using poison on your cabbage. If the poison is used early and often, worms will not trouble and the heads will be free from arsenic. It is only where worms have eaten great holes into the heads that there is danger of getting arsenic into the edible part of the cabbage.

"How shall I keep my house plants over summer?" is a question often asked. To find out how others do it, get a copy of our North Dakota bulletin entitled "Plants in the Home."

Not all birds which peck at our trees are looking for insects. Sap suckers often nearly ruin Evergreen trees by making rows of holes around the trunks. If the bird is not to be scared away it may have to be killed.

One of our correspondents asked about an advertised patent spray for dandelions. From the description it sounds very much like our old friend iron sulfate. The Kansas Experiment Station recommends spraying lawns for dandelions, using one and one-half pounds of iron sulfate per gallon of water. This should be applied at intervals of a week or two.



This will certainly kill the dandelion leaves without hurting the grass and if applied often enough will kill out the dandelion. It is quite likely it would pay us to spray our lawns or sprinkle them at least once each week with this material about this time of year to kill out the young dandelion seedlings. One of the worst troubles with these sprays comes from the fact that they leave iron on the grass which may stain clothing, and if the spray gets on the sidewalk it makes rusty spots. The Kansas Experiment Station recommends the addition of one-half pound of nitrate of soda to each gallon of spray. This nitrate of soda will stimulate the grass while the iron sulfate checks the dandelions.

If you wish to send in plants for identification I advise you to mail them direct to Professor O. A. Stevens. In mailing in flowers or green plants be sure they are packed with moss, moist cloths or paper, so they will not arrive in a dried out condition. On the other hand, if you send in mushrooms or toadstools, they should not be packed moist or in an airtight container.

Mrs. Hazeltine of Emerson says that anyone who can thrive on Broad Beans should relish corncob pickles.

Pruning either cucumbers or tomatoes will reduce the total yield per plant. The best way to raise them is to give them plenty of space and leave them unpruned. If your tomatoes show a brown spot on the developing plant on the end away from the stem, we suggest that you try to give them more water. This trouble is known as blossom end rot and is caused by dry weather, particularly dry weather which follows after a surplus of moisture.

Keep your red raspberries either in hills five feet apart or in narrow rows six feet apart. Young sprouts between the raspberry rows are just as bad as any other weed.

Celery need not be set in trenches. In fact we think it does better on level ground. Trenched celery may be easier to blanch but if it is set in a trench it is likely to be planted in soil which is not as good as that on the surface and in case of extensive rainfall the plants may drown out.

We are undertaking to tame the chokecherry here at the North Dakota Experiment Station. We welcome fruit or plants of any particularly good selection that you may run across. We now have about fifteen lots of plants grown from seed sent by people in various parts of the country and have been attempting some crosses. It would seem the chokecherry should offer great possibilities as a fruit crop in the future for this region.

Are you having trouble with fire blight on your apple trees? If so, notice which varieties are being damaged and plant something else next time.

#### COST OF BEING SOLD

(Continued from page 8)

These are the facts. The conclusion is inevitable. Salesmanship is one of the few things today that can cost the consumer nothing but has lowered costs. People are buying their goods today cheaper because of salesmen. No man has been smart enough to figure out any method by which demand could be maintained and eliminate the cost of salesmen. The important point is that the cost of selling whether by agent or catalog renders a service and is paid for by producers, in the case of plants by the nurserymen because it enables him to operate on a large scale by modern efficiency methods. Salesmen cost the consumer nothing but has been one of the greatest forces in the production of modern wealth.

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