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# BERRY'S SEED FACTS AND FALL CATALOG



FIELD  
SEED  
OUR  
SPECIALTY

A.A. BERRY  
SEED CO.  
CLARINDA, IOWA.

PURE  
BRED  
GRAIN  
AND  
GRASS  
SEED

IOWA'S LARGEST SEED HOUSE

# WHY KHARKOV SEED WHEAT IS A PROFITABLE INVESTMENT

## THE INCREASE IN YIELD IS ALL PROFIT

### KHARKOV IS LOW IN PRICE, QUALITY CONSIDERED

We want to emphasize again the fact that the increase in yield that you get by using improved seed stock is practically all profit. The only extra expense you have is a trifle more for seed. Your labor, rent and other costs are the same. Any man who cannot see the wisdom of putting a little extra money into seed of this kind must be one who stubbornly refuses to see a money-making opportunity when it is placed right before you. We not only show you the opportunity, but we stand right back of it with a guarantee, so you take no chances. We want to drive home to you the exact truth about this New Improved Kharkov. Read the reports on this page and on the next. These are the words of men in different sections who have grown Kharkov and you can see what results were secured. What they have done, you can do with the aid of improved seed. What you can gain by using our New Improved Kharkov, will be lost if you fail to use this improved stock.

### EXPERIMENT STATION RECORDS ON KHARKOV WHEAT

#### Kansas—52.81 Bushels Per Acre

Kharkov produced one year 52.81 bushels per acre. A three-year average showed Kharkov at the head of the list with a yield of 47.30 bushels, Defiance, 47.22, Hard Red Winter, 46.31, Bearded Pife, 44.93, Malakoff, 44.93, Turkey Red, 44.70 and Botany, 39.61.

#### Nebraska—66.09 Bushels Per Acre

In the state of Nebraska many tests have been made of different wheats and they have repeatedly found Kharkov the best. Their reports showing the phenomena: yield of 66.09 bushels per acre for Kharkov is as follows:

Kharkov 66.09, Turked Red No. 3, 57.00 bu., Hologena 53.56, Turkey Red 52.04, No. 1535 45.89, No. 1672 37.87.

#### Iowa

The Iowa State College has also tested Kharkov and speaks very highly of it and reports it a heavy yielder and well adapted to this state.

### POINTS OF SUPERIORITY

Our investigations show six chief points about Kharkov that make it an exceptionally profitable wheat to grow. Hardiness, or its ability to withstand severe winter weather without killing out. Its prolific yielding qualities which make less seed per acre necessary and also thickens out a stand in a wonderful manner in case some extremely unfavorable conditions cause a partial loss of the stand. Its drought resistance which counts big in a dry year and in sections subject to drought. Its milling qualities that make it a wheat of very fine stock. Its stiff straw that prevents much loss from lodging and all these factors combined that make it such an extraordinary yielder.

You have read the results of a few experiment stations with Kharkov but we are sure you may be even more interested in the results secured by farmers who grow this variety in a regular farming way.

### FARMERS' REPORTS

#### Ohio—Thousands of Acres from Eight Bushels

Mt. Cory, Ohio.

A. Berry Seed Co.

Dear Sirs—About five years ago I sent to your firm

for eight bushels of Improved Kharkov Seed Wheat. It has proven very satisfactory as there are thousands of acres sown to this Kharkov in Northwestern Ohio all coming from my original eight bushels. I have had yields from 25 to 45 bushels per acre. Have 200 acres this year averaging 30 bushels straight through; testing from 60 to 62 as it comes from the threshing machine. Have already sold 1,000 bushels for seed at home. Yours respectfully

D. R. DUKES.

#### Michigan

Lakeview, Mich., 7-29-20.

Dear Sirs—Please send me your price list of wheat as I wish to get some more of your Kharkov Wheat. My seed became mixed in threshing. I have not threshed all yet but I know that the Kharkov will out-yield the other 2 to 1. Yours truly,

ROBERT YOUNG.

#### Illinois—53% Increase in Yield

Jacksonville, Illinois.

Gentlemen—The Kharkov Wheat that I got of you last fall to sow five acres, averaged 41½ bushels per acre while my other wheat made an average of 26 bushels.

A. C. REED.

#### Missouri—Kharkov Takes Sweepstakes Prize 40% Increase; 61½ bu. Test

Rolla, Missouri.

Gentlemen—This year's wheat crop was the very poorest in the point of acre yield we have had in a great many years. About 7 bu. average and a big acreage plowed up. The bushel of Kharkov I bought of you sowed exactly one acre and made 14 bu. My other wheat made 10 bu. My own seed tested 60 lbs. even. The Kharkov 61½. . . . I took the sweepstakes on your Kharkov at the Phelps County Fair.

Respectfully, WM. DONAHUE.

#### Iowa

Monroe, Iowa.

Gentlemen—I bought some of your improved Kharkov Winter Wheat two years ago this fall and think it is mighty fine and I have twenty acres this year of very fine wheat. Yours truly, L. M. CHURCHILL.

#### Kansas—Over 200% Increase in Yield

Wilda, Kansas.

Gentlemen—Your Kharkov Wheat made an average of 25 bushels per acre last year while other varieties made 8 to 10 bushels. Conditions at the time of seeding were very unfavorable. Unless something happens will have at least 1,500 bushels of your famous Kharkov Wheat for sale that is real seed and too fine to go to the millers' test.

Yours, F. V. BLANCHARD.

#### IOWA

#### Kharkov Looks Fine

Taintor, Iowa.

Mr. Berry—I sowed some of your Kharkov Wheat last fall, Sept. 17th. It certainly is a pretty field, is about 1 foot high and very thick, just a little more than one bushel per acre. It is very wet up here and surely not fit to pasture said wheat. What should I do for best results? Simply let it go on, or mow it with a common mower, or what? A word of advice will surely be greatly appreciated.

Yours very truly, A. B. HULL.

# FARMERS MAKE EXTRA MONEY FROM KHARKOV

## NOW IS THE TIME WHEN EXTRA PROFITS COUNT BIG

### PROFITS INCREASED 80% TO 400%

An increase in yield is nearly all profit. When you increase your yields 40% you increase your profits at least 80%, or in other words the increased per cent of your profit is from 2 or 3 times the increase in yield. The only cost to figure on the increase is the small extra price you pay for better seed. We want you to read what other men have secured from our New Improved Kharkov. We do not have space to give as many as we would like but these are sufficiently representative to prove beyond any question of doubt that it will mean many extra dollars to you to sow a liberal average of our New Improved Kharkov this fall. Don't sacrifice these profits. Cash in on a good thing. It is guaranteed. Order now while the best, cleanest, plumpest stock can be secured.

Note that Kharkov satisfies everywhere.

#### INDIANA

50 Bushels from 1

Bainebridge, Ind.

Gentlemen—The four bushels of New Improved Kharkov I bought of you last year, sowed one bushel per acre and I have straw enough for 50 bushels to the acre. I will thresh it in a few days and will then let you know results. From what I can see of it, it is the wheat for Central Indiana.

Respectfully, S. R. THOMAS.

#### NEBRASKA

65% Increase in Yield. 16 Bushels More Than Common Wheat

Bellwood, Nebr.

Gentlemen—I will write you something concerning my winter wheat I bought of you last year. I told you I would write you if it did anything. The wheat I sowed of my own raising made about 25 bushels per acre. Your Kharkov made 41 bushels per acre. I drilled it and sowed 1 1/4 bu. to the acre, sowed four bushels and harvested 109 bushels of fine wheat.

Yours as ever,

ROBERT S. KAYTON.

#### KENTUCKY

Karkov Better Than Claimed

Nicholasville, Ky.

Dear Sirs—The wheat I got of you several years ago did more than you claimed for it. The name of the wheat was Kharkov and it sure is a good wheat.

Yours, LUKE B. GLEGG.

#### MISSOURI

Kharkov Makes 168% Increase

Wyaconda, Mo.

Dear Sirs—I sent to you for the Russian Kharkov in the fall of 1916. All the wheat in the neighborhood winter killed except your Kharkov which made 20 bushels per acre. The next year I sowed it again and threshed 344 bushels from an 8-acre field, or an average of 43 bushels per acre. About 16 bu. per acre was the average in the neighborhood. I didn't do any more work on my ground than my neighbors did who sowed the old varieties.

Yours truly, W. E. KUNTZ.

Sowed 300 Acres with Kharkov—Yield Extra Good—Now Wants Carload

Queen City, Mo.

Gentlemen—I now write you regarding a car of your Kharkov Wheat for seed. I sowed 800 acres with your Kharkov and yields run up as high as 46 bushels to an acre and made an average of 35 bushels

over the 800 acres. All of this wheat stood the winter and spring extra well. Whenever in need of seed will write you.

Yours,

W. A. RINEHART.

#### ILLINOIS

Pure Quality—Heavy Yield

Gladstone, Ill.

Gentlemen—I purchased 100 bushels of Berry's Seed Wheat of you last fall and it looked good. It looks as though it would make 50 bushels and a very pure quality.

Very truly,

F. D. JUTON.

Tests 62 1/4 lbs. from Machine

Ellisville, Ill.

Gentlemen—I bought from you some of Berry's Improved Kharkov and after threshing it this year I find it to be of great quality. It tested 62 1/4 from the machine at the elevator. Yours very truly,

WM. ABBADUSKY.

#### Indiana

Waynestown, Ind.

Dear Sirs—The seed wheat, New Improved Kharkov that we purchased from you did extra well. We sowed it early and it all came up good, but it was so dry that fall it looked like it had about all died out. It went into the winter in this shape. We had an awful hard winter, most wheat and grasses freezing entirely out. It came out of the winter looking sick but not froze out. Then came some new weather and it came out fine, seemingly from nothing. It made 30 bushels per acre. Our other field of common wheat adjoining made 9 bushels. It certainly is the greatest stooling wheat out. We have our entire crop of 55 acres contracted for seed at a big premium. Several parties from other neighborhoods came to see it, threshed and of course while here bought seed. It is the talk of the neighborhood. Such a crop seemingly coming from apparently nothing.

Yours truly, FOWLER & MULLEN.

#### NOW IS THE TIME TO START

You can get this thoroughly re-cleaned Improved Kharkov seed Wheat from us at very reasonable prices. See price list enclosed. Don't lose these extra profits any longer. Spend wisely for seed. Get this seed that only requires from 1 to 1 1/4 bu. seed per acre. This wheat that resists drought and cold and stools out wonderfully and makes big yields of heavy testing wheat. We guarantee you an increase. Place your order early and get started with some real seed wheat this year and build up your bank account with latter profits. Act now and get the cream of our stock.

# KANRED WHEAT

## EXTRAORDINARY, IN YIELD, QUALITY, HARDINESS



Kanred is a new Hard, Red Winter Wheat developed from one head that was brought from Russia. It has been carefully developed in this country and during the past two years since the seed has become more plentiful it has made a phenomenal record. In every section growing hard winter wheat it has stood practically at the head of the list. There is no question but that Kharkov and Kanred are far the best wheats to grow. Kanred is possibly the greatest drought resister and excels all others in its ability to resist rust. It has shown itself to be practically immune from black stem rust and is much less affected by the orange leaf rust than other varieties.

### LEADS IN 232 OUT OF 242 TESTS

A careful record was kept of yields of Kanred on different farms in comparison to common wheat. Turkey Red was largely used in competition. Two hundred and thirty-two farmers out of 242 reported that Kanred outyielded their own wheat. The increase in yields range from 20 to 75%. It stools much better and winters better. The quality is excellent, showing many tests of 4 lbs. per bushel higher.

### WHAT FARMERS SAY ABOUT KANRED

We have in our files a number of reports made by farmers on Kanred wheat. We do not have room to give them in full but will give you some of the points brought out in their letters. If you want their names and address we can give them to you.

"Yielded up to forty-four bushels per acre."

"Kanred stooled more and stood drought better than Turkey Red. Yield almost doubled."

"Kanred seems to be a great wheat to stool. It seems to be quite a bit harder."

"We consider Kanred better than local wheat. Stools more, quality better, yield 75 per cent more."

"Kanred better drought resister. Quality of grain better, 44 per cent increase in yield."

"Kanred stood dry winter better. 20 per cent better yield."

"Kanred stooled more, ripened earlier and is in my opinion a better wheat."

"Kanred stooled twice as much as Turkey Red, ripened four days earlier. Withstood Hot Winds much better. The straw was stiffer. Yielded 88 per cent bigger crop than Turkey Red, almost double. Gave twice as much pasture for neighbors who used it for pasture purposes."

"Kanred more drought resistant. 50 per cent increase in yield."

"Kanred gave less loss from freezing. 75 per cent bigger yield than local seed. Tested 4 lbs. per bushel higher."

### EXPERIMENT STATIONS ENDORSE IT

Kansas has done the largest part of the experimental

work with Kanred and they think it is better than any kind of wheat for their state. Nebraska reports it as one of the best yielding varieties and well adapted to that state. Colorado, Illinois and Missouri all have found it to rank at the top of the hard winter wheat. Kanred is not an experiment. Thousands of acres of this wheat are growing. The yields this year have brought the seed supply up to where it can generally be distributed at a reasonable cost.

We want you to grow this wheat because it is an extra fine wheat and we are sure it will please you and make you extra money. If you live in a section where conditions are apt to be unfavorable for wheat we recommend this. If you have trouble with rust you will find Kanred to resist it better than all others. If drought is a common trouble grow Kanred, as it has proven to be a wonderful drought resister. If your wheat does not stool out sufficiently, bear in mind that Kanred has stooled twice as much as Turkey Red. Its stiff straw will prevent lodging. Its earliness often helps it escape unfavorable weather. Above all its heavy yielding ability and high quality puts it in the big money making class. You cannot afford to ignore increases from 20 to 75%, and when you recall that 232 out of 242 farmers got increased yields you may safely figure that your yields also can be increased and that of course means bigger profits, and profits is what count.

### QUALITY OF STOCK WE HAVE

In order to assure an exceptionally hardy type of Kanred Wheat for our customers, we have had a considerable acreage grown from certified seed for us near Clarinda. The conditions here are more severe than in the southern part of the wheat section. This naturally develops a stronger, harder type of wheat and will be better than the ordinary Kanred Wheat that is offered by most dealers. This is extra pure stock grown from the best certified seed and is guaranteed to show up to your entire satisfaction. The bigger money making opportunities of Kanred Wheat must be clear to you. A little extra investment in seed may easily double or triple your profits in wheat. Wheat in our estimation is going to be one of the biggest paying crops a farmer can grow and we want to emphasize the fact that it is to your interest to secure the very best you can in the way of yield. Grow Kanred side by side with your common wheat and see the difference. Your only regret would be that you had not sown more to Kanred. Wherever hard Winter Wheat is grown Kanred will prove a winner. Heavy in yields, better quality, less winter killing and less damage from rust. Send us your order early as we have only a comparatively small supply of this high grade seed on hand. First come First served.

# USE ONLY IMPROVED SEED WHEAT

**YOUR PROFITS DEPEND ON USING ONLY HEALTHY, PLUMP,  
CLEAN SEED STOCK OF HEAVY PRODUCING STRAINS**

## QUALITY MOST IMPORTANT

Regardless of the variety of wheat you grow you must have the best of seed in order to get from that particular kind the heaviest yield it can possibly produce. You may get an improved type of seed and as you use it year after year it will lose its high quality unless you use particular care in selecting and grading your seed stock. The heavy producing qualities run out, so to speak, because proper attention is not given the seed. If you have been growing a certain variety of wheat for a number of years and using common local wheat for seed we urge you to buy an improved type of the same variety. Sow this side by side and see what a big difference in yield there is in favor of the improved type. You should be sure, however, that you really get an improved type when you order. It means extra profit to use improved seed and the extra cost of the seed per acre is small. Only one bushel or two per acre increase in yield will pay all your additional costs.

## IMPROVED TURKEY RED

Genuine Turkey Red Wheat is a very fine hard red bearded winter wheat. Previous to the development of our Kharkov and Kanred it was the best wheat of its type and is still the predominating variety sown in many sections. The big difference in results secured from different types of Turkey Red sown side by side are conclusive proof that all seed of this variety does not have equal yielding powers or hardness. To get the best it is first essential to select a heavy yielding strain. Then the conditions under which the seed crop is grown have a big effect on quality, hardness and yields.

We secure our seed stock from good soils that develop the strongest plants and plumpest berries. You must have seed stock of this kind if you expect to grow a healthy, vigorous stand. A weak growth is much more subject to disease and more easily damaged by unfavorable conditions. The Improved Turkey Red we have on hand for you is all that you might wish for. Besides being an improved type it is produced on good soil and along the northern part of the winter wheat belt. This develops the feature of hardness and makes it much more resistant to winter killing. Turkey Red is naturally a very hardy type of wheat and in producing an improved type under these conditions you secure a straw that is vastly superior to the common Turkey Red grown in most places. All our stock is further graded in a thorough manner to remove such light kernels as there might be in the crop. Buy thoroughly cleaned and free from rye and disease and plump heavy stock, it makes a real seed wheat and for seeding purposes is worth four or five times as much as common Turkey Red.

See the low prices we have on this seed wheat. It costs you so little more per acre that you positively cannot afford to gamble on your seed supply. If there ever was a time when wise investments promised big returns it is right now on improved seed wheat. The only extra investment you make is the little extra you pay for our improved seed and that extra is but a small part of your total cost of growing an acre.

Let us help you get started with improved seed wheat this year. We will ship you stock guaranteed to please and your profits will depend largely on the kind of seed you use. Improved seed pays and pays big.

## DEFIANCE

It is claimed that this is an improved variety of the Turkey Red and some predict wonders for it. We

have tried out the wheat and found it to be a very good variety, indeed. We can find no occasion to become unduly excited about it, however. It may have been improved somewhat, but we cannot help but have greater faith in the Turkey Red seed that we offer, for it is produced under excellent conditions and shows rather a higher type of improvement.

We keep a supply of the Defiance on hand for those who wish to try this variety, and you will find the seed pure and equal to all stocks offered.

## BERRY'S RED CROSS. THE WHEAT WITHOUT BEARDS

Is hardy, drought resisting, a persistent and heavy yielder. It grows large, smooth heads on stiff straw, which seldom, if ever, blows down. The heads fill with large plump kernels of extra quality, generally averaging in size one-third larger than the bearded varieties, such as Turkey Red, Malakoff, etc.

Red Cross wheat is a very early variety, ripening generally a week or so before the bearded sorts. This is a valuable feature of the Red Cross, as the earlier the wheat is harvested the less danger of drought, winds, etc.

This beardless wheat is much more pleasant to handle than the bearded types and the straw can be used for feeding purposes much better than that of bearded wheats.

Red Cross is adapted to all states and sections where the softer varieties of winter wheat are grown. We have sold this wheat in Iowa, Illinois, Missouri, Kansas, Oklahoma, Indiana, Ohio, Kentucky, and in fact in almost all of the winter wheat states, and it seems to give very good results wherever grown. In sections particularly adapted to the Hard Red Wheat we do not believe that our Red Cross will do as well, although even there the yields of it are very satisfactory and in the softer wheat sections it is a winner as a yielder.

Red Cross wheat will grade as number two on the market and you can see by all market reports sells for 8 to 12 cents per bushel more than hard or beard-d wheat. Thus you can see if you had a field of fifty acres in Red Cross wheat and it made, say thirty bushels per acre, it would sell on the market for over one hundred dollars more than the same field would in hard wheat if you get as many bushels per acre, which you likely would not do. The increased cost for seeding the Red Cross on fifty acres over the price of hard wheat would be about \$40.00. In other words, your net profits, counting each field alike, would be three or four times above the extra cost of seeding. Do you think you could invest money elsewhere where it would give the same per cent of profit as in good, pure, re-cleaned Red Cross seed wheat?

Owing to uncertain market conditions at the time this catalog goes to press we cannot make firm prices. See price list enclosed for latest quotations.

## Kharkov Hardier Than Timothy in Illinois

Shabonna, Ill.

Sirs—I got some Russian Kharkov Wheat of you two years ago. It went 42 bushels per acre on rather poor land. It stands the hard winters of northern Illinois better than timothy or clover and is very fine wheat. I tried Turkey Red, but it would not live through the winter here.

Yours truly, V. A. STEVENS.

# SWEET CLOVER SEED A LESS THAN COST

## BUY NOW FOR FALL AND SPRING SEEDING

### CONDITIONS ONLY TEMPORARY

Last year was a favorable season for the production of Sweet Clover seed in nearly all sections. Ordinarily the best seed comes from a few western states. Last year it was good all over and consequently there was an over production and prices slacked off. Not only was there plenty in the United States, but Canada sent us a lot. This is an unusual condition. The season is liable to be just the reverse this fall and then the slack will come out of prices with a jerk because there is a tremendous amount of Sweet Clover seed being used. More than ever before in history because farmers everywhere are learning of the great value of Sweet Clover.

Tight money also forced some to sell their seed and as a result we have values in Sweet Clover that will certainly save you money. Now is the time to get a cheap seeding of this valuable crop. Seed priced below cost. Next spring it may be easily \$5.00 per bushel higher. If you want to save money; buy while the buying is good, that's right now.

### FALL SEEDING EXCELLENT

We have tried different methods of seeding and find two methods exceptionally successful. August or September seeding is about the most satisfactory. Sow on well settled seed bed and cover lightly. It germinates in this manner much more quickly than in the spring and frequently produces some fall pasture before frost.

### VALUE OF SWEET CLOVER

So much has been said in farm papers during the past few years about the value of Sweet Clover that it is scarcely necessary to repeat here. We do want to emphasize a few facts, however. It will grow in any state of the Union, east, north, west and south; it flourishes everywhere. It will build up worn out soils more thoroughly and quickly than any other crop. It will grow on soils that cannot grow other Clovers successfully. Entire counties have been reclaimed. Sweet Clover has changed the land from practically a desolate depopulated waste into a thriving, busy, wealthy section. Sweet Clover makes the finest of pasture. Does not bloat like other Clovers yet is equal to Alfalfa in feeding value. It makes very valuable hay if cut at the proper time. It inoculates land for Alfalfa. The seed crop is usually a big money maker.

### VARIETIES

The Biennial White Blossom is the kind most commonly used and the variety we recommend for most farms. It is the best soil builder of all. Makes a big growth and produces fine pasture and hay. Gives two cuttings the second year. The Biennial Yellow Blossom is somewhat smaller and finer in growth, yet produces a heavy yield. Also makes two cuttings the second year. Some prefer this variety for hay because it is finer than the white. It is also an excellent soil builder, though not quite as good as the white.

## Biggest Value in Sweet Clover Ever Offered

### A Money Saving Offer in Highest Quality Sweet Clover

A Fortunate Purchase Enables Us to  
Cut Price on a Special Lot of Extra  
Fancy Seed at an Extremely Low  
Figure.

### Lot Northern White Blossom Sweet Clover Only \$7.50 per Bushel, Bags Free

We got in touch with a party who had some extra fine Sweet Clover Seed but very little money. He wanted money much worse than the seed and we made a trade at a figure that makes possible this big money saving opportunity. This is not an off grade lot of seed but strictly extra fancy stock. Bright color, plump seed. Fine purity and germination. Think of getting the best of scarified stock at this price. Seed runs 60 pounds to the bushel and is guaranteed to show up to you complete satisfaction. We don't expect to be able to secure such a remarkable value again and urge you to cash in on the big saving this opportunity makes possible. Hurry your orders along.

Specify Lot Northern and get a Genuine Value and a Real Bargain.

Never was High Grade Sweet Clover so low in price. Buy for both Spring and Fall requirements.

## Timothy Crop Short— Buy Now and Save Money

In Face of a Firm to Rising Market We  
Make a Big Slash in Price on a Special  
Lot of High Grade

### Timothy Seed Lot Silver

Only \$3.40 per Bu., Bags Free  
Tests Better Than 99% Pure. High  
Germinating. Bright Plump Seed.  
A Chance for a Big Saving.

We are determined to give our customers this fall the advantage of the very closest prices we can make. Every real value in seeds we secure will be passed on at a very close margin. We have cut our expenses and can afford to sell cheaply. Big volume and small profits will be our slogan more than ever before.

This special High Grade Timothy seed value that we offer you here certainly shows what these savings can mean to you. This seed will please you no matter how particular you may be. Your money back if you are not satisfied. This seed has the color, the purity, the germination and all the outstanding features of best quality and at this price of \$3.40 you should be able to save from 75c to \$1.00 per bushel. Let us ship you some of Lot Silver. It will please you and save you money. Now is the time to get it. Order today.



# PREPARE NOW FOR BIGGER PROFITS NEXT YEAR

## WE HAVE EXTRA FINE ALFALFA SEED VALUES NOW BIG MONEY IN ALFALFA

The most valuable hay you can produce on your farm is Alfalfa. The hay is always in good demand and commands better prices than any other. Besides high prices you get bigger yields than from your other hay. On an average of 3 cuttings per acre, averaging around a ton per cutting making a big return per acre. You can turn the first crop into cash early if you wish to. Alfalfa when used for pasture cuts your production costs tremendously. Hogs on Alfalfa pasture make bigger gains in less time than hogs without similar feed. Your hogs are ready for market sooner and bring better prices.

You get in addition to these money making features, the increased fertility of your soil that will enable you to grow bigger and better crops after you decide to plow it under. Alfalfa is a safe crop and you are sure of excellent yields even though the season should be hot and dry and cause a failure of other grass and pasture. LET ALFALFA make money for you next year.

### FALL SEEDING MOST SUCCESSFUL

It is very easy to get a good stand of Alfalfa from fall seeding. A fine, well settled seed bed can be easily prepared. Grain stubble that is plowed soon after the crop is removed is in excellent shape for Alfalfa about the middle of August and September, depending of course on location. When Alfalfa is seeded at this time it is usually up in four or five days after the first shower. It then grows rapidly and goes into the winter in excellent shape. You do not have the trouble with weeds in the fall and you need not bother with a nurse crop. Then next spring the Alfalfa is sufficiently well developed so that it can hold its own better in case weeds should bother.

### SPECIAL VALUES IN SEED

We are specializing in domestic grown hardy Alfalfa seed. If quality really means what it should to you and if you want to buy economically send us your order for the grade that will meet your requirements. Send for samples if you wish them. All seed must absolutely satisfy you in every way or back it comes at our expense. Besides these extra fine values that we have in our regular stock we have secured a couple of special lots that are exceptional values. These lots will give you 100 cents genuine value for your money—and "Then Some," and it's the "Then Some" that counts nowadays.

## HIGH GRADE ALFALFA

BRIGHT COLOR. HIGH GERMINATION—BETTER THAN 99% PURE

Special Reduced Prices for  
July and August Only

Lot Superb a Big Value  
\$12.00 per bu., bags free.

This special lot of World Brand quality stock has the high points of quality that will please all critical buyers. A bright gold color, a plump well-developed berry. High germination and purity. Seed of a hardy type of Alfalfa. Western grown, dry land, non-irrigated seed. Such seed is the most economical to use regardless of price, but we are fortunate in being able to purchase this lot to excellent advantage and are offering it for quick sale at the astonishingly low figure of only \$12.00 per bushel, bags free. This is a real bargain. We cannot replace it at a similar figure after it is sold. There are only 180 bags in this lot. Buy now for fall and spring seeding both. You will save money. Order quick. No time like today. Do it now. You should save \$2.00 to \$3.00 per bushel.

Order Lot Superb at \$12.00.

Your money back if you are not thoroughly satisfied.

## ALFALFA BARGAINS

Another Great Lot at a Greatly  
Reduced Price

Lot Reward Only \$10.50  
per bu. 98½% Pure.

High Germination

Slightly Darker in Color Than Our  
World Brand Stock But Otherwise  
Very Desirable Seed.

A 250 Bag Lot for Quick Sale

You will be quick to appreciate the rare value of this remarkable offer. This seed has a nice plump berry and would practically be of highest quality if the color was not slightly darker. It is not this dark brown shriveled seed but is a slightly deeper tone of yellow or light brown. The berries themselves are plump and well developed and to those not acquainted with Alfalfa seed values it might appear as the best quality.

We know that thousands of our customers would be thoroughly pleased with this seed and at our Bargain Price of only \$10.50 per bushel, bags free, it will certainly sell fast. Put your order in now. Buy for spring if you are not going to seed this fall. This is a Big Value. Send it back if you are not convinced that you have your money's worth and then some. Lot Reward is an excellent buy.

# BEARDLESS KHARKOV

## A 30 TO 1 FAVORITE—EXCELLING IN YIELD AND QUALITY



Berry's Beardless Kharkov is a different type of wheat than our New Improved Kharkov. It is softer and has a larger berry and is of course beardless while the New Improved is bearded. This fine beardless wheat, however, has so many points of similarity to the Bearded Kharkov that we can consider no better name for it than Beardless Kharkov. It has the same characteristics of hardness, stooing qualities and heavy yields. Our Beardless Kharkov has in many cases increased wheat profits from \$25.00 to \$50.00 per acre. Even with lower prices for wheat the increased yields mean a lot of extra money.

### EXCELS 25 OTHER VARIETIES

We want you to read the following letter carefully, for it proves the adaptability of our Beardless Kharkov to a wide range of territory and establishes its superiority over 25 other varieties.

Rockville, Maryland.

Gentlemen—Myself and my father (J. W. Nicol) ordered 45 bushels of Beardless Kharkov Wheat from you in the fall of 1916. It yielded remarkably, near 40 bushels to the acre. The Maryland Agricultural College tried it out the next year and in competition with twenty-five other varieties, outyielded its nearest competitor 8 bushels to the acre.

Yours truly, C. W. NICOL.

### A TEST THAT MEANS SOMETHING

In the first place it shows that it is a heavy yielding wheat in producing 40 bushels per acre on a 30-acre field. In the second place where tested with 25 other good varieties it not only outyielded them all but the nearest competitor was 8 bushels short in yield. We did not secure the yields of the other varieties but you can safely assume that the difference was much greater. Now if Mr. Nicol had not sown our Beardless Kharkov he would have lost not less than 240 bushels of wheat even though he had

sown the next best wheat in the state. Our Beardless Kharkov may double the yields of common wheat and yet it costs but very little more to sow an acre to our famous Beardless Kharkov.

### WHERE IT OUTYIELDS

Our Beardless Kharkov will make a satisfactory wheat in nearly every part of the winter wheat area. We have letters from Montana to Maryland from customers telling of the success they have had with our Beardless Kharkov. It will produce its maximum results however, east and south of Clarinda. Here it makes its biggest berry and best quality. We want to urge every one of our friends who are not getting at least forty bushels of wheat per acre to sow Berry's Beardless Kharkov this fall. It is very much to your interest to do so. We don't expect you to buy this wheat just because we have it to sell, but because it is a heavy yielding kind that has built up big extra profits for others and you are the one to gain by using such improved seed. Sow it side by side with your common wheat and you will see what a big influence seed has on yield.

### QUALITY SEED STOCK FINE

We have arranged for a superior supply of seed stock this year, grown on good strong land and located to develop a hardier type. We will gladly ship your order subject to your approval. If it does not please you we will order it returned and refund the money you paid us. You cannot help but be pleased with the big fat berries, the nice color and the thorough grading and cleaning given this seed stock. It is free from cheat and Rye and desirable wheat in every respect. It tests high and is usually sold at a premium.

### EXTRA PROFITS ON FIRST CROP

The first crops of Beardless Kharkov in a neighborhood often creates a sensation. People watch the crop and before the crop is harvested it may all be sold for seed at a stiff premium over the market. Be the first in your neighborhood to grow this wheat. You not only benefit yourself but your entire section by introducing an improved type of seed wheat. It is not a work of charity but business, and a good paying business to start something better in the way of yield and quality. You may think you have a good variety of wheat. They thought that out in Maryland, but our Beardless Kharkov beat the best they had by 8 bushels per acre.

### SEED STOCKS LIMITED

If the demand for a certain article is any indication of its merits then Beardless Kharkov is without an equal. For the past three years we have been compelled to return money before the end of the season on orders for this variety. Each year we obtained larger stocks and still ran short. This year we have a larger supply arranged for and hope to have enough to go around, but we want you to play safe and order now. A delay profits nothing. By placing your order now you are assured of getting the seed and getting it on time. The early orders get the cream of the stocks. The best naturally moves first.

Don't delay another year in getting this stiff-strawed, big berry, prolific wheat started on your farm. Now is the time to sow for attractive profits. Wheat looks to us as being your best bet for a money maker, and a heavy yielder will produce the most net cash. Use an improved variety of high grade seed stock. Berry's Beardless Kharkov has been tried and tested and found superior. The extra cost of seeding is light. Don't chance common or inferior stocks. Invest wisely and reap manifold returns. Sow Beardless Kharkov—the 30 to 1 favorite with our customers over all beardless wheats, and get something really fine.

PRICE ONE-FIFTH THAT OF LAST YEAR

# : HUBAM :

## WONDERFUL NEW ANNUAL WHITE BLOSSOM SWEET CLOVER

It makes amazing growth. Hubam makes full growth the same year if sown in the spring like any other clover. It matures fully in three to six months, depending on the season. A hay crop can be cut within three months after it is seeded. Will grow five to eight and a half feet high if allowed to grow uncut. The crop has excellent value either as a hay or seed crop or can be plowed under for fertilizing purposes the same year as it is seeded. Tremendous yields of hay are secured and it is a prolific seed producer. It stores large quantities of nitrogen in the soil and is a wonder worker as a soil builder. Hubam cuts one out of a three year rotation. Grain and clover crops are grown in one year and corn the second. The value of this crop will mean hundreds of millions of dollars to every section of the United States and throughout the world.

### IT DOES TWO YEARS WORK IN ONE

Hubam Clover is practically identical to the Biennial White Blossom Sweet Clover. It has the same habits and characteristics. The seed cannot be told apart. Hubam does in one year what the Biennial does in two. The demand for seed is amazing. From every section comes an extraordinary demand for this clover. It is going to take train loads of seed to meet the demand for the next several years. There is going to be big money in seed. Now is the time to get started with this marvelous crop.

### HUBAM WILL REPLACE MANY ANNUAL FORAGE CROPS

Soy Beans, Cow Peas, Field Peas, Crimson Clover and similar crops for soil building purposes will largely be replaced by Hubam. It rebuilds the soil better and quicker. It has high value as a forage crop. It does away with the danger of hay shortage or pasturage. It is equal to Alfalfa in feeding value, does not bloat stock like other clovers. Its yielding ability, feeding value, quick growth, soil building powers and its prolific seed producing qualities make it one of the biggest money making crops that any farmer can possibly grow.

### INNOCULATES LAND FOR ALFALFA

Hubam takes the same kind of soil bacteria that Alfalfa requires for successful growth. There need be no question at all in regard to your success in growing Alfalfa after a stand of this Sweet Clover. Sow Hubam early in the spring. Plow it under early and sow to Alfalfa in the fall or plow it under later and seed Alfalfa next spring.

### BUILDS UP HUMUS

In three to five months after seeding Hubam develops roots like a young tree. These long, branching roots bring a lot of plant food near the surface and at the same time break up hard soils. When plowed under these roots quickly decay and you have a soil vastly improved in texture and

fertility. Other crops will do this work but none can do it as quickly as Hubam

### PURE SEED SUPPLY IS SMALL

There are only a few hundred acres under contract for seed purposes. This will only mean but a drop in the big ocean of demand for this seed. Get your seed from reliable sources as it cannot be told from the Biennial White Blossom in appearance. The seed has been selling from \$8.00 to \$10.00 per pound in the past year but we have contracted for the seed with one of the most reliable growers in the United States and believe our seed to be unexcelled for purity and germination. It is scarified stock. We secured this seed to excellent advantage and are going to turn it into cash quickly.

### BUY NOW AND SAVE MONEY

During the fall months or until the seed cover it to our customers at a very low price so long as our stock lasts at oz 25c  $\frac{1}{4}$  lb 75c,  $\frac{1}{2}$  lb \$1.25, 1 lb \$2.00, 5 lbs \$9.50, 10 lbs \$19.00, postpaid. This is one-fifth of the price in effect at this time last year and certainly means a tremendous saving. When the present small supply of seed is exhausted such additional stock as may appear on the market will naturally bring a higher premium and you may look to see Hubam Clover advance in price by spring. Probably, to double this figure. There is a tremendous saving in this low price that we are making to you at this time and it certainly should pay you to buy now for spring seeding and carry this seed over. At \$10.00 per pound some might have thought the seed expensive for experimental purposes but at \$2.00 per pound you cannot afford to do without this crop. The seed is new crop thoroughly recleaned and scarified and guaranteed to please in every respect. A pound of seed if sown in rows about 36 inches apart for seed purposes will take care of an acre of ground

### MAKE MONEY FROM HUBAM

One seed grower last year made six thousand dollars (\$6000.00) per acre from his field of Hubam Clover, sown for seed and he didn't save over one-third of the seed he might have secured. Prices are cheaper now but even one-fifth of \$6000 is a good return per acre. The demand that exists for Hubam is bound to keep prices high for several years.

Start now with Hubam. Keep seed enough for a big acreage next year. Get your seed now of this clover that will be sown the world over. This crop that can be grown where other clovers fail to catch. This clover that will revolutionize farming methods in many sections.

This wonderful Hubam Clover that you have read so much about and that practically every County Agent and every Agricultural College and Farm Papers give their hearty indorsement. Buy now and save money on your spring seed

A. A. BERRY SEED COMPANY, CLARINDA, IOWA

# A. A. BERRY SEED COMPANY

CLARINDA, IOWA, AUGUST 1, 1921

## Special Wholesale Money Saving Price List

ALL SEEDS RELIABLE—TESTED AND GUARANTEED

TO SELL THE BEST QUALITY FOR THE LEAST MONEY, IS OUR AIM

We have reduced our prices materially and are offering today, High Grade Seed at a lower price than we have been able to quote for many years. In fact, Sweet Clover is priced by us at a lower figure than ever before, and you will also find our prices on Alfalfa, Timothy and other grass seed unusually attractive and now is a good time to buy your grass seed for either fall or spring seeding. Now is the time to act as the outlook is for higher prices due to short crops in many sections on Timothy, Clover, Alfalfa and Sweet Clover. We are urging our friends and customers to buy now.

ALFALFA	Bu.	½ bu.	¼ bu.
Star Brand (Prime).....	\$ 9.00	4.60	2.40
Planet Br (Ex. Choice)....	10.80	5.50	2.80
Dealers Fancy .....	11.70	5.90	3.00
World Br (Ex Fancy).....	12.60	6.40	3.25
Montana Grown (Wld Br)...	13.80	7.00	3.60
Dakota Grown (Wld Br)....	14.40	7.30	4.00
Foreign Grown (Wld Br)....	10.80	5.50	3.25
Turkestan (Fancy).....	12.00	6.10	3.50
Grimm (Wld Br).....	30.00	15.10	8.35
Liscomb (Wld Br).....	29.00	15.00	7.75

TIMOTHY SEED	Bu.	½ bu.	¼ bu.
Star Brand .....	\$ 2.70	1.40	.80
Planet Br (Ex Choice)....	3.15	1.65	.90
Dealers Fancy .....	3.60	1.85	1.00
Wld Br (Ex Fancy).....	3.75	1.90	1.00
Alsike & Tim. Mix 45 lb bu	4.50	2.30	1.25
Clo Als. & Tim. Mix'.....	4.95	2.50	1.35
Clo & Tim Mix 45 lb bu....	4.95	2.50	1.35

MEDIUM RED CLOVER	Bu.	½ bu.	¼ bu.
Star Br (Prime).....	\$10.80	5.45	2.75
Planet Br (Ex Choice)....	11.40	5.75	2.90
Dealers Fancy .....	12.00	6.10	3.10
Wld Br (Ex Fancy).....	12.90	6.50	3.30

MAMMOTH CLOVER	Bu.	½ bu.	¼ bu.
Planet Br (Ex Choice)....	\$11.70	5.90	3.00
Dealers Fancy .....	12.30	6.20	3.15
Wld Br (Ex Fancy).....	13.20	6.65	3.35

SWEET CLOVER	Bu.	½ bu.	¼ bu.
Fcy Wh. Bl Unhld. 30lb bu\$	3.00	1.60	.90
Prime Wh. Bl Hld. 60lb bu	6.80	3.50	1.80
Choice Wh. Bl. Hld. 60lb bu	7.50	3.80	2.00
Fancy Wh. Bl. Hld. 60lb bu	8.40	4.25	2.20
Ex Fcy Wh. Bl Hld 60lb bu	8.70	4.40	2.25
Fcy Yel Bl Annual 60lb bu	4.80	2.50	1.30
Ex Fcy Yel Bien, 60lb bu..	8.40	4.30	2.20

ALSIKE CLOVER	Bu.	½ bu.	¼ bu.
Planet Br (Ex Choice)....	\$12.00	6.10	3.10
Dealers Fancy .....	13.00	6.60	3.40
Wld Br (Ex Fancy).....	14.00	7.10	3.60

Crimson Clover .....	6.00	3.10	1.60
Giant Incarnate Clover.....	6.60	3.40	1.80
Wh. Dutch Clo (Wld Br)...	30.00	15.10	7.75
Winter or Sand Vetch.....	7.50	3.80	2.00
Japan Clover .....	7.50	3.80	2.00

GRASSES	CWT.	50lb.	25lb.
Ex Fcy Ken Bl Grs.....	\$38.00	19.25	9.75
Eng Bl Grs (Mead Fscue)...	26.00	13.10	6.64
Canadian Blue Grass.....	20.00	10.10	5.10
Fancy Orchard Grass.....	22.00	11.10	5.60
Uhulled Red Top.....	14.00	7.10	3.60
Fcy Recleaned Red Top....	13.00	9.10	4.60
Bromus Inermus (Rclnd)...	20.00	10.10	5.10
English Rye Grass .....	11.00	5.60	2.90
Italian Rye Grass .....	11.00	5.60	2.90
Marvelous Perm Mix.....	14.00	7.10	3.60
Dwarf Essex Rape.....	10.00	5.10	2.60
Sudan Grass .....	6.00	3.10	1.60

### GARDEN SEED FOR FALL SOWING

Postpaid Prices	5 lb	1 lb	½ lb
<b>TURNIP</b>			
Pur Tp. Strap Leaf .....	\$ 3.00	.75	.40
Pur Top Milan .....	4.50	1.00	.55
Cowhorn .....	3.00	.75	.40
White Globe.....	3.00	.75	.40
Purple Top Globe.....	3.00	.75	.40
Pur. Top Ruta Baga.....	3.25	.75	.50

RADISHES	Bu.	½ bu.	¼ bu.
Crimson Giant .....	4.00	1.00	.60
Chinese Rose .....	4.00	1.00	.60
Long Black Spanish .....	4.00	1.00	.60

CARROTS	Bu.	½ bu.	¼ bu.
Danvers Half Long .....	3.75	.90	.55
White Belgen stock carrot	3.00	.80	.45
Mastodon Stock Carrot....	4.00	.90	.50

One package of any of these seeds 5c; oz 10c.

### BED-ROCK PRICES ON IMPROVED SEED WHEAT

VARIETY	Prices Per Bushel—Bags Free					
	50 bu	25 bu.	10 bu.	5 bu.	bu.	½ bu
NEW IMPROVED KHARKOV	\$1.45	\$1.65	\$1.70	\$1.75	\$1.85	\$1.00
KANRED	1.35	1.85	1.90	1.95	2.00	1.10
IMPROVED TURKEY RED	1.35	1.40	1.45	1.50	1.55	.85
DEFIANCE	1.35	1.40	1.45	1.50	1.55	.85
NEW BEARDLESS KHARKOV	1.90	1.95	2.00	2.05	2.10	1.15
BERRY'S RED CROSS	1.30	1.55	1.60	1.65	1.70	.90
IMPROVED MAMMOTH WHITE RYE	1.25	1.30	1.35	1.40	1.45	.75
GIANT ROSEN RYE	1.40	1.45	1.50	1.55	1.60	.85

Increase your yields and profits by sowing our improved HEAVY-YIELDING VARIETIES. Seed has tremendous influence on yield. See full description in our Fall Seed facts and Bargain Catalogue. Read our liberal guarantee.

A. A. BERRY SEED COMPANY, CLARINDA, IA.

DO NOT USE ABOVE BLANK SPACE

ESTABLISHED 1897

CAPITAL 300,000.00

INCORPORATED 1908

ORDER SHEET. USE IT.

# A. A. BERRY SEED COMPANY

## Clarinda, Iowa.

Write your Name and Address plainly, and follow instructions on page 9 of Catalog

DATE .....

AMOUNT ENCLOSED

Name .....

Cash ..... \$ .....

Post Office .....

P. O. Order.....

Rural Route..... State .....

Express Order .....

County .....

Check .....

Ship to .....

Draft.....

(NAME OF TOWN)

Stamps.....

Please Ship by ..... Total .....

Please state whether Seeds are to be shipped by Mail, Express or Freight. The buyer pays the freight and express charges unless otherwise stated in catalog. Freight rates found on page 4 of catalog. WE PAY THE POSTAGE ON ALL PACKETS, OUNCES OR POUNDS, UNLESS OTHERWISE STATED. We give the postpaid prices after each article in the catalog. Prices on larger amounts will be found on Price List. If you do not have our late price list, drop us a card and we will send it promptly. We pay all postage or express on collections. If more order sheets are wanted we will take pleasure in sending them. If another catalog is wanted, ask for one and we will send it. **It is easy to order seed by mail.** All you have to do is to make out a list of seeds wanted, attach the price to each and remit by Express Order, Postoffice Order, Draft or Money by Registered Letter.

**YOUR MONEY'S WORTH OR YOUR MONEY BACK.**

**IF YOU WISH PART OF SHIPMENT BY MAIL AND PART BY FREIGHT, BE EXPLICIT**

QUANTITY	ARTICLES WANTED	DOLLARS	CTS

No difference how often you have written us, always give your FULL ADDRESS, write your Name, Post Office, county and state very plainly. By so doing you will save us trouble and possible delay in filling your order



# RYE PRODUCTION INCREASED

## 100% TO 250%

### A FEW EXTRA CENTS FOR SEED MAY DOUBLE OR TRIPLE YOUR PROFITS



#### ROSEN RYE

This phenomenal yielding Rye was introduced in 1909 from Russia by a student named Mr. Rosen. He gave a small sample to the Michigan Agricultural College and they distributed it for a number of years, taking care to keep the seed pure. Now Rosen Rye is practically the only Rye being grown in that state and in all other states this variety is rapidly displacing the old common Rye. The reason is clear. Almost without exception Rosen Rye when grown in comparison to common stock has produced from 1 to 2 ½ times as much per acre. What farmer is there who would not grab at an opportunity to increase his wealth in this manner. Rosen Rye is not a seedman's dream. If you wish to write to the Michigan Experimental Station they will verify these reports on yield and doubtless your own state experiment station has by this time established the wonderful merit of this sterling variety.

#### HOW MUCH DO YOU RAISE PER ACRE

The average yield of common Rye is 15 bushels per acre. That is considered a satisfactory crop. Those farmers who grow Rosen Rye under similar conditions consider 20 bushels a poor crop. In Michigan a record was kept one year of the yields on a number of farms in that state where Rosen Rye was sown. In every instance the yields were 35 bushels per acre or better. Forty to forty-five bushels per acre create no great comment. They are of common occurrence. Yields of sixty bushels per acre should be obtained under favorable conditions. These yields were obtained from year to year in Michigan where the soil on the average is not the best and the conditions not the most favorable for the production of winter grain.

#### TRIPLE YOUR PROFIT WITH ROSEN RYE

Judging from all reports we have from farmers and other sources, you can quite safely figure an average increase in yield from Rosen Rye of about 20 bushels per acre, you should at least double your ordinary yield. The extra cost of seeding Rosen Rye would cost you probably \$1.50 per acre. In other words, you get the extra 20 bushels at a cost of 7 ½ c per bushel. Your increase in yield is nearly all profit and this extra profit is usually twice as much as your profit on common Rye. You cannot afford to sow common Rye as a gift when the use of Rosen Rye can add from \$15.00 to \$20.00 per acre profit to your harvest. That means \$600 to \$800 extra on a 40 acre field. That much and above your ordinary profit is not to be sneered at nowadays.

#### MAKES BETTER PASTURE

If you grow Rye for pasture only you will have cause to marvel at the growth it makes. Uncle George, our corn man, grows it on one of his farms, and he can't get through bragging about it. He

says it grows faster and longer and takes care of more stock per acre than anything of the kind he ever tried. Many farmers have written us to the same effect. For plowing under it is also fine.

#### SEED VERY FINE

We have contracted an extra nice supply of Rosen Seed Rye. It is good heavy stock, thoroughly re-cleaned and guaranteed to please you in every respect. Your money back if it doesn't satisfy. Start Rosen Rye in your neighborhood this year. Sell your first crop for seed at a premium. Get good pure seed. It costs but little more to get our Rosen Rye. It means extra money for you. Order now and assure yourself of high grade stocks at the right price.

#### IMPROVED MAMMOTH WHITE RYE

This is an improved type of the common Rye. It is not as productive as the Rosen but it is superior to the common Rye that is generally sown. It excels in yield and quality and the seed is worth materially more. You cannot afford to sow common stock when a better type at a slightly higher cost for seed will give you bigger yields and better quality. If you are short on pasture either early or late in the fall, Rye will give you good results. In the spring it will be ahead of all other grasses. On thin land it will produce bigger crops than any other grain. Our Improved Mammoth White Rye is very reasonably priced and is thoroughly graded stock. Discard your common Rye for seed. Invest wisely in improved seed. It will pay you big returns.

#### TEN POINTS ON GROWING RYE

1. It is hardier than wheat and will grow where all types of wheat will winter kill.
2. It will grow on soils too poor or sour to grow wheat. Rye is especially adapted as a grain crop on sandy land. It is not as hard on the soil.
3. Rye can be sown later in the fall than wheat. It will germinate more quickly and when the temperature is but a few degrees above freezing.
4. Rye is attacked by fewer insects and diseases than wheat.
5. In many sections and especially on poor soils it yields bigger crops than wheat.
6. It produces a more valuable straw than wheat.
7. Rye will do much better on acid soil than wheat.
8. Rye uses less nitrogen than wheat; therefore grows on poorer land and uses less soil fertility.
9. It is generally a better crop for fall, winter, or spring pasturage.
10. It makes a better green manure and a better cover crop than wheat.

There are many points in the above that you should study. It is our opinion that Rye can be profitably sown on four-fifths of the farms in the United States.

# THE RIGHT CROPS AND RIGHT METHODS BUILD UP YOUR PROFITS



UN-INOCULATED

INOCULATED

## WHY IT PAYS TO INOCULATE

This is no time to squander money foolishly. Neither is it a time to refuse to spend wisely when such expenditure can assure you of increased profits. Inoculation is not an expense but wise investment. Whenever you sow Alfalfa or Clovers or Vetch or other legume crops on land that has not grown these crops before you cannot know whether the proper bacteria are present in the soil or not. If they are not present your crop will turn yellow and die after it comes up. This means a waste of your seed, your time and the use of your land. Figuring all these costs you may readily lose from \$5.00 to \$10.00 per acre. Now there is a possibility that your land might be inoculated but you cannot afford to take a chance when you can insure proper inoculation at a cost of 50c to 75c per acre.

Inoculation is not an experiment, but it is a positive necessity. You can inoculate by the soil transfer method if you know where to get inoculated soil. This, however, means a lot of extra work and if you figure the cost of this work you will find the pure culture method cheaper. It is easy to apply and does not carry with it the danger of bringing weed seeds such as the soil transfer method.

It is absolutely essential of course that you get good, fresh, and properly prepared culture. Berry's Superior Nodule Germ is prepared in one of the best laboratories. It is put up in specially constructed bottles that keep the culture alive and vigorous. Our manufacturers claim that if this bottle is kept tightly corked and in a dark place at a moderate temperature that it will still be alive and strong at the end of the year. We only order limited quantities from the laboratories, however, so as to always have new culture on hand and we will positively guarantee Berry's Superior Nodule Germ to inoculate your stand if it is correctly applied, in accordance with the simple rules that are on each bottle. It is going to pay you better than ever before to secure proper inoculation and we strongly urge you for your own benefit to inoculate your Clover and Alfalfa seedings. A one acre size will properly inoculate 15 pounds of Clover or Alfalfa and 20 pounds of Vetch.

## Postpaid Prices

½ acre size .....	\$0.60
1 acre size .....	1.00
5 acre size .....	4.00
10 acre size .....	7.50

Mail in today for fresh, vigorous culture for the kind of Clover you expect to sow.

## CRIMSON OR SCARLET CLOVER

This is a great winter annual clover for the southern states. It will not survive the cold winters of the north excepting where snow comes early and stays until spring. In the south it may be seeded any time from August 15th, to November 1st. Sometimes seedings are made earlier but these may be damaged by heat. Crimson Clover may be seeded after small grain or right on with cultivated crops, such as corn, tobacco, cotton, tomatoes or other garden or field crops.

Crimson Clover is an excellent soil builder. By planting corn in the summer and growing this Clover in the fall and spring the yields of the corn have been increased from 10 up to 70 bushels per acre. Every southern farmer is making a mistake if he fails to grow Crimson Clover. You can get bigger crops next year by growing it. You can use the clover for pasture or hay if desired and you will find it a money maker. Quality in Crimson Clover seed is most important. Good, clean, high germinating seed is the cheapest kind to buy.

We have a very fine value in this seed this year. Write for samples or order outright. Every pound guaranteed to show up to your entire satisfaction or all money refunded. See our price list for reduced quotations. Seed runs 60 pounds to the bushel. No extra charge for bags. Order now and get good sound dependable seed.

## SAND OR HAIRY VETCH

This crop has been called "The King of Soil Builders" and it certainly has a wonderful power to reclaim worn out lands and restore them to profit making acres. The beauty of Sand or Hairy Vetch is its ability to grow and flourish on lands where most soil builders will not grow. It has no equal on sandy soil and thus gets the name of Sand Vetch. It will grow on land too sour to grow most other legume crops and thus proves itself a friend to those who have trouble in building up their land. Its roots become literally a mass of nitrogen gathering nodules. These roots are very fine and grow out from the plant, "as thick as hair on a dog's back." It enables sandy soils to hold more water and mellow and drains cold heavy soils.

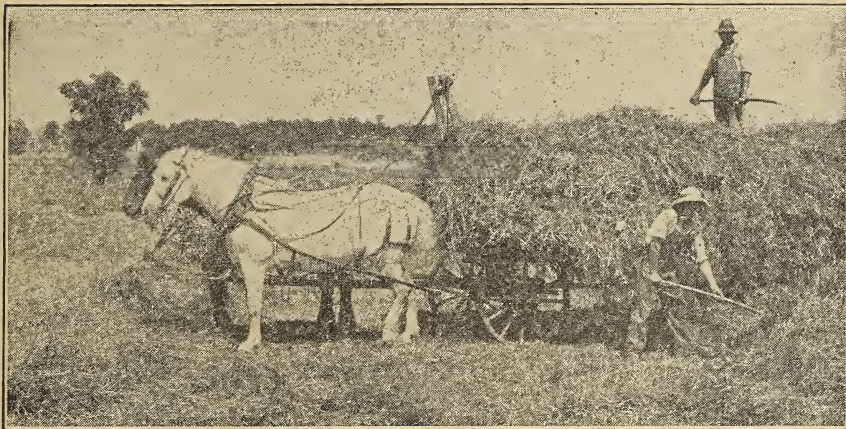
Hairy Vetch also makes a very rich feed that is high in protein. When sown in the fall it is a winter annual like Wheat. The crop is very hardy and comes up real early the second season.

Hairy Vetch can be seeded quite late in the fall. Some sow among cultivated crops. Others put their seedling on special seed beds following a grain crop. Another method is to seed with Rye and grow the two crops together, separating the seed after harvest. Can be seeded any time from August 15th to November 1st, depending on location and seasonal conditions. This crop is really a miracle worker in the way of soil improvement. You need such a crop. Start it this fall. We have a very choice stock of seed on hand. Order it now. Figure about 20 pounds per acre. Be sure to order Hairy Vetch. See price list for Bed Rock quotations.



# TIMOTHY SEED PRICES AT LOW LEVELS

CLOSE BUYING MAKES IT POSSIBLE FOR US TO OFFER UNUSUAL VALUES IN HIGH QUALITY STOCKS



## SAVE MONEY ON TIMOTHY SEED

We have secured some remarkably fine stocks of bright, clean, heavy, high germinating Timothy seeds at a figure that enables us to make unusually low prices, quality considered. We do not say that old Timothy seed of low germination cannot be bought for less money per bushel. It is possible that some light chaffy seed might be bought a little lower. That kind of seed, however, is the highest price seed you can buy. The kind of seed we have for you is good, solid, high testing seed. No matter how critical you may be as to quality we know that our World Brand seed will please you. Our Fancy and Planet grades are also of excellent quality and genuine bargains in Timothy seed at our present low prices.

## TIMOTHY A SPECIALTY

We are located right at the door of the greatest Timothy seed section of the world. It is a crop that receives our closest study and attention. We handle large quantities, recleaning them with our modern machinery, and sell direct to farmers as well as supplying wholesale seed houses in carload lots. We are better equipped to handle and clean Timothy than most seed houses are. We can handle it with less cost than the ordinary dealer and thus can often cut our prices below the wholesale figures of some houses. Direct buying and direct selling coupled with low costs make possible our money saving prices. We keep a pretty close tab on Timothy seed stocks in all parts of the country and thus frequently have the opportunity to pick up high grade supplies at a close price. This year of all years we want you to get in touch with us for your Timothy seed requirements. We can save you some money.

## ALL SEED TESTED AND GUARANTEED

Every lot of seed that we handle is carefully tested in our laboratory, both for purity and germination. This test is put on a tag and attached to the bag when shipped to you so that you have full information as to the character of the seed you receive. This test can of course be confirmed in any way desired. We pride ourselves in the way in which our Timothy seed is prepared for seeding. Practically every lot of seed we receive direct from the farmer is cleaned and graded twice on new modern cleaners of the most improved type. We screen out part of the seed, remove the light stock by passing it over an air blast and we positively know that the cleaned product will satisfy you in every way. The seed is all sold with the understanding that it must satisfy you

or can be returned and your money, plus transportation, will be promptly refunded. We are endeavoring to build up our business by giving our customers better seed at lower prices and we cannot afford to send you any seed that will not give you complete satisfaction. You will find our seed low in price and high in value and that makes economical seed.

## SEND FOR SAMPLES

If you are not acquainted with the quality of our different grades of Timothy let us send you samples to show you just what values we have ready for you. All seed shipped to be like samples. However, if you order without first sending for samples you take no chances. You must be convinced that you have your money's worth or you get your money back.

## BRIGHT MONEY MAKING PROSPECTS FOR TIMOTHY GROWERS

The opening up of export trade in Timothy seed is going to have a bullish effect on the prices of this seed. For the past few years there has been but little trade with foreign countries. As the financial conditions in these countries improve, as they are doing at the time this is written, they will begin to absorb much larger quantities of Timothy seed. They depend on America for most of their supply. There has already been quite a little export but not nearly in the volume we expect to see develop in another year. There should be good money in growing Timothy for seed next year.

We also predict a much stronger market for Timothy hay in another year. It is the standard for all hay and demand for good quality stock will assure good prices. Do not, however, expect to get top prices for hay polluted with weeds. To get good pure hay sow good pure seed. It costs very little, if any, more, and in the end makes you a lot more money.

## INCREASE YOUR PRODUCTION

A strong, healthy, vigorous stand cannot be secured from weak, chaffy seed. The stronger the vitality of your seed stock and the harder the type, the better your yield per acre. If you can increase your yield per acre a third, or even only a quarter of a ton by use of solid, heavy high germinating seed, why be content with less? We can sell you extra high quality seed this fall at prices that will certainly save you money. We want your Timothy seed business because we have values in this seed that we know are right.

## ACT NOW—ORDER TODAY. SAVE MONEY

We have this seed ready for you right now. You can get the best we have in stock by placing your order early.

# CLOVER AND TIMOTHY MIXTURES

## NEW PRICES BRING SEED COSTS DOWN



### BIG VALUES IN MIXED SEEDS

We have some very fine lots of thoroughly re-cleaned Clover and Timothy combinations that make excellent seedings for meadows at a cost very little over that of pure Timothy. Our prices on them are but slightly more than for Timothy unmixed and the higher value of Clover and Timothy combined is fully appreciated by all practical farmers. The fall seeding of these combinations and especially that of the Alsike and Timothy mixed is becoming more and more common. The low prices we have on this ready mixed seed will mean a big saving to you on your seed bill and we recommend buying now, both for fall and spring, as we do not think that we shall be able to offer you such attractive values in such high grade seed within three months from now.

### ALSIKE AND TIMOTHY MIXED. A FINE PERENNIAL MIXTURE

Alsike Clover makes a small seed very nearly the same size as Timothy. When these two crops are grown together it is almost impossible to make a perfect separation of the two seeds. Consequently the mixed stock is usually sold at Timothy prices or below, even though Alsike is a more valuable seed. When a man wants to sow pure Timothy the Alsike is not wanted and consequently the seed is docked in value. We are able to buy many of these mixed lots at attractive figures. This seed is thoroughly cleaned and then, when needed, additional Alsike seed is put in the lots to bring it up to our uniform standard. On account of its small size Alsike Clover goes a long way in seeding. Our mixtures contain sufficient Alsike Clover to make a good combination. We have been using extra care in grading this seed the past two years and with the aid of our new improved machinery we are able to supply you with a higher standard of seed than we have ever offered before. We know the quality is excellent and can recommend this as one of the most satisfactory and economical seedings you could make.

### WELL ADAPTED TO MIXTURES

Alsike and Timothy have very much the same characteristics. Alsike is the hardiest of all Clovers and seldom winter kills. This extra hardiness adapts Alsike particularly well to fall seeding. It is a perennial, the same as Timothy. The two mature at about the same time, thus making better hay. Alsike is less dusty than Red Clover and the hay is O. K. for horses. It is a fine stemmed clover and stocks well at it clean.

Alsike and Timothy mixed always produce a heavier tonnage per acre than either of the two grown separately. The Alsike fills in the span between the Timothy and thickens out the stand and it also increases the feeding value of the hay. Excepting when Timothy is desired principally for seed, we would never fail to add Alsike Clover to our Timothy seeding. Frankly speaking, it is beyond us as to why you would sow Timothy alone when the ready mixed

seed can be had at our low prices.

### PRICES CUT TO ROCK BOTTOM

See the enclosed red price list for wholesale quotations. Figuring the cost of the seed plus cleaning and grading and taking into consideration the fact that bags are included free, we are offering you this high grade seed at a price that does not even tempt some farmers to thresh their hay for seed. We are determined, however, to put our prices down to the bottom, and while present stocks last you can pick up the seed at snap prices. You pay no inflated prices for our services of cleaning and handling the seed. We are back to normal, where we can give you unparalleled values in every line. Our Alsike and Timothy mixed is priced down now to where it will pay you to buy liberally both for fall and spring use.

Buy Now and Save Money.

### RED CLOVER AND TIMOTHY

This mixture is just as big a value, just as fine a quality, just as desirable a seeding as our Alsike and Timothy mixed. It is largely a question of what kind of Clover you like the best. The Red grows larger than the Alsike and for that reason some prefer it. On the other hand, the Alsike is finer and less dusty. Both have their points of value. It's a matter of personal choice. This Red Clover and Timothy combination is an old favorite with many customers. We receive many orders asking for this seed, this big value in Clover and Timothy like their neighbors received. There can be no stronger recommendation than this. This is a year when savings count. It doesn't pay to sacrifice quality and buy cheap seed to get a low price, but when you can pick up values like these in high-grade seed it means a genuine saving. The quality of the seed is the best we have ever had. Look at the low price on our list. Quotations include bags free. The cost of this mixture is very little more than that of pure Timothy and the yields secured so much larger that you should see at once the economy of buying this mixed seed.

Send us your orders for mixed seeds. We'll put a saving in your pocket or send your money back. You must be satisfied.

### CLOVER, ALSIKE AND TIMOTHY

This combination contains both Red and Alsike Clover. The two Clovers together make up the same proportion of Clovers as in the other two mixtures just described. It makes an admirable grass seed and personally, we are inclined to consider this the best for general purpose. We make quite a common practice of sowing Red and Alsike Clover together and can recommend this practice to all excepting when it is desired to raise a crop particularly for seed purposes.

You get a big Grass seed value in our Clover, Alsike and Timothy mixture. Fine clean seed and a bargain at the low price on it. Like all our other seed it is guaranteed to please. Use this mixture to help cut your seed bill to the minimum.

# VALUABLE HAY AND PASTURE GRASSES

## HIGH QUALITY STOCK AT REDUCED PRICES



### KENTUCKY BLUE GRASS

We take great pride and pleasure in offering to our customers a grade of Blue Grass that satisfies the most critical buyers. The late Henry Wallace of the Wallace's Farmer and one of the highest authorities on grasses says, "Southwestern Iowa Blue Grass leads the world and the seed excels all others." Southwestern Iowa has justly earned the distinction of being the foremost over the famous Blue Grass State of Kentucky.

Blue Grass is a native to our soil and excels all others for permanent pasture. Blue Grass pastures afford the richest and most nutritious feed the year around, except when under snow. A blue grass sod is one of the best things on a farm and the way to get a good sod is to sow our high grade Blue Grass seed this year. It is also the most desirable lawn grass, especially when used in connection with white clover.

We offer two grades of Blue Grass seed. The Fancy is our second grade that is just as clean as the Extra Fancy, but the seed is not as heavy. The Extra Fancy is the heavy bright seed obtained from the best Blue Grass Seed section in the world. Compare our prices and samples with others. On the basis of quality and prices you will decide on our seed. Order your new seed now.

### ORCHARD GRASS

We want to urge every one of our customers to sow this grass this fall. It is a plant of exceptional merit and value. If you do not have it on your farm learn its value from actual experience. There is a place on nearly every farm for Orchard Grass and it should be sown there. It is one of the most desirable and widely known of all pasture grasses, coming earlier in the spring and remaining later in the fall than any other. It is of great value to dairy farmers, withstands drought and grows either in shade or sunshine. Grows about 2 1/2 feet high, producing an immense quantity of leaves and foliage. Blooms with Red Clover, making it an admirable hay. The aftergrowth is very heavy and gives a splendid rich pasture until late in the fall.

### BROME GRASS OR BROMUS INERMIS

This is very valuable grass for permanent pastures or meadows. It is a very hardy plant, withstanding the extremes of heat and cold in an extraordinary manner. It also is a great resister and in many dry sections is practically the only grass that will give satisfactory results. In localities that have an ample supply of rainfall, it bears very heavy yields of hay. The feeding value of this grass is excellent and is relished by all stock. We have handled Bromus for several years and our sales on the grass are increasing very rapidly, showing that

the plant is gaining in popularity on account of its great merit. Bromus is really a wonderful grass and we strongly urge you to sow it even if only one acre to prove its remarkable yielding qualities.

### MARVELOUS MIXTURE

This is a mixture rich in Clovers of various kinds. Alfalfa, Sweet Clover, Alsike Clover and Red Clover make up forty per cent of the combination, the balance is Timothy. You will realize that such a seedling will give you a very heavy stand of Clovers and produce a big yield of valuable hay. This mixture is used both for permanent meadows and pastures. The rich quality of the hay and the heavy tonnage per acre make our Marvelous Mixture a big paying crop to grow. This combination is rapidly growing in popularity. Many write us that it is the very best seedling they ever had and are exceptionally well pleased because such excellent seed could be secured at such a low price.

### BUY PLENTY WHILE IT IS CHEAP

We do not expect to have such low prices on our seed within three months from now as we have today. We are slashing prices now simply to promote fall business and secure additional cash for handling next winter's business. It is to your advantage to make the most of this money saving opportunity and to buy now your requirements for both fall and spring seeding.

### MAMMOTH CLOVER

Our sales record of last fall shows a large increase in fall purchases of Mammoth Red Clover. The seedling of this Clover in the fall is apparently becoming quite popular. We have a very high grade stock of Red Clover on hand and we are selling our Extra Fancy World Brand quality at a greatly reduced price. All grades are cut away down and you can certainly get real values in this seed from us at this time. Be sure to write us before buying Mammoth Clover elsewhere. We can save you money.

### ALSIKE CLOVER

We advise the sowing of Alsike in all hay and pasture seedings. You will also find it a paying thing to mix with other clovers. On lands subject to overflow sow pure Alsike. This hardy perennial clover has a great value that not enough farmers appreciate. We urge you to sow Alsike Clover just once and we are sure you will always want it on your farm.

### MEDIUM RED CLOVER

Write us for samples on Medium Red Clover before you buy. Let us show you what our reduced quotations really amount to. We want you to appreciate the extent of these savings. Compare quality. Know the value, then see the prices. We know we can help you save. Write today.

# ALFALFA SEED PRICES CUT

## BUY FOR FALL AND SPRING AT BOTTOM FIGURES



In face of the fact that reports from many Alfalfa seed producing sections that stands have been damaged by various things, we have cut our prices down. We have taken all the war inflation out of our business. Our costs are back to normal and we are in shape to save you money on your Alfalfa seed. We have secured at low figures some fine Alfalfa seed which owners were compelled to sell in order to get cash. We have all different varieties and grades as shown on the enclosed price list. These prices all include bags and on a quality basis each one of these offerings is a genuine bargain.

### NEBRASKA GROWN STOCK

The largest part of our stocks are Nebraska grown, dry land, non-irrigated seeds. This is a good hardy variety and one that we can recommend for general purposes. Most of our trade calls for this type of stock and it is worth materially more than foreign grown seed. It is important for you to get a hardy type of seed. Get our samples and see the bright plump character of this seed. You can appreciate the values best when you can see what you will secure for your money. Whether you get samples or not you must be pleased with what you get and be convinced that you have big value for your money. We know that we have the right quality at a money saving price. We'll refund you promptly if you are not perfectly satisfied.

### MONTANA GROWN

This is a hardier type of the common stocks. It is also grown on a dry land and non-irrigated but on account of the more severe weather condition it must endure it develops into a hardier strain and is better for sections subject to considerable winter killing. It costs very little more than the Nebraska grown but when used for seeding in proper sections it is fully worth the extra price we are compelled to pay for this seed. We handle only the World Brand quality in this seed.

### DAKOTA GROWN

This like the Montana grown is hardier than the Nebraska grown stock. Costs us a little more and we sell it for a little more and it's worth more. World Brand quality only.

### TURKESTAN ALFALFA

This is a variety developed in the cold Russian plains and is an exceedingly hardy variety. It should be by no means confused with the foreign grown seed that comes from France and Italy. Such seed is greatly lacking in the quality of hardness, while the Turkestan is extra hardy and also a great drouth resister. The Turkestan, however, does not grow as large as the common or Grimm variety, and on that account is not generally grown. However, if a good, hardy variety is demanded you certainly will find the Turkestan to fill the bill.

### GRIMM ALFALFA

The Grimm type of Alfalfa is in great demand from all sections. Its extraordinary hardness makes it the cheapest seed that can be used in many sections. Its branching roots and lowered crown enable it to

withstand exceedingly severe winters. Its branching roots protect it to a large extent from the danger of heaving out. Even if a few roots break it still lives. The common type, however, only has one main root and if it is broken by the heaving of the soil the plant dies.

County Farm Agents generally recommend the Grimm variety. They naturally have the farmer's best interests in mind and realize the economy of using the Grimm. The demand for the seed is heavy and the supply quite small. Prices, therefore, range much higher than the common, but it still is the most economical seed that can be sown where there is much winter killing.

Our Grimm Alfalfa is all Dakota grown stock and very hardy. It is just as important to get northern grown Grimm as to get hardy types of the common stock. You will find our Grimm Alfalfa to be something extra fine. All bright, heavy seed, thoroughly cleaned and beautiful gold in color. We ask no fancy prices for our Grimm, but sell it on the same close margin that we do our other varieties. Let us save you money on this type. You should find the saving to run around \$3.00 to \$5.00 per bushel.

### LISCOMB

This is a variety similar to the Grimm Type and preferred by some. We carry limited stocks. It is carefully cleaned seed and excellent value at our low prices.

### GROW ALFALFA FOR BIG PROFITS

Farmers in this section who had Alfalfa fields made more money per acre from their Alfalfa than from any other crop they had on their farms. They made it easier and got their cash quicker than from any other crop. In many cases they sold the Alfalfa right in the field at \$20 per ton. There is always an excellent demand for the hay, excepting possibly in a few western states where everybody grows Alfalfa. We are confident that we are correct in predicting advance in all Alfalfa products and believe that the average farmers will make better money out of Alfalfa than out of other crops. The labor costs are lighter. You are sure of a hay crop even in a dry year. Why grow corn at present low prices when Alfalfa will make you more money with less work?

Send us your orders now and we will give you a seed value that you will find difficulty in duplicating. Prices probably will range considerably higher in another two months. Buy for fall and spring. Order now and get the best at the lowest figures.