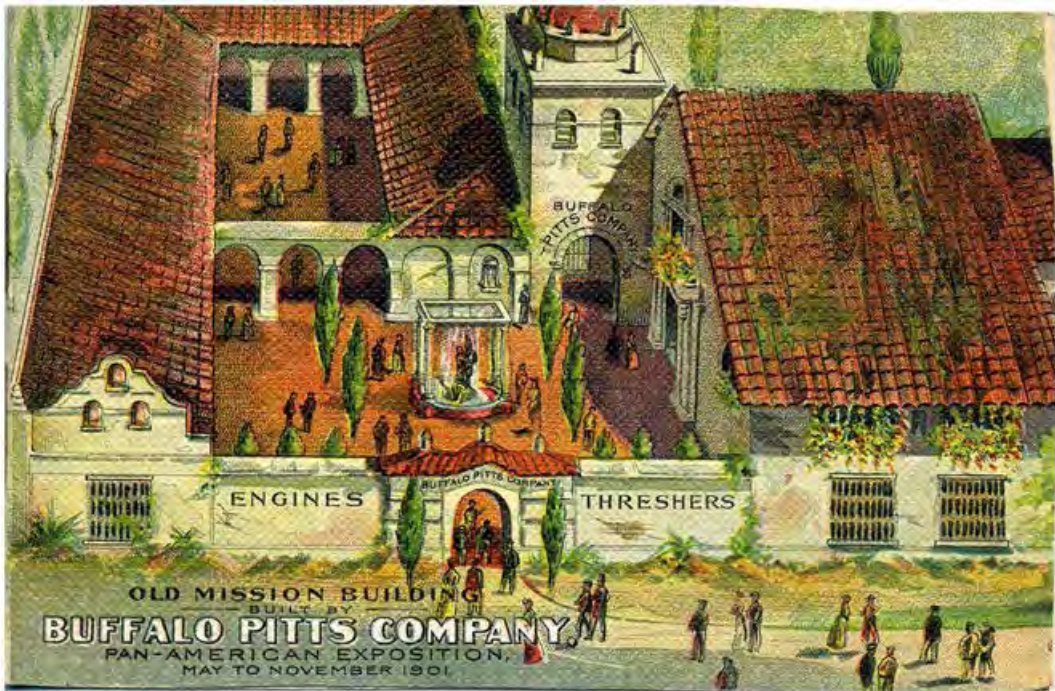


Genuinely Farming

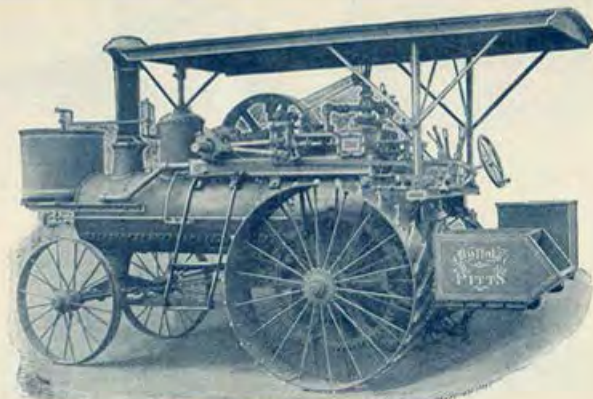
The diversified farm seems like it is a thing of the past with the event of “corporate” farms. Fields in Iowa are primarily dedicated to corn and soybeans, with declining evidence of the wide variety of crops that were once commonplace in the state. On the other hand, there is a growing number of small farms in the state that are trying to reincarnate the diversified farm. These farms are able to take advantage of newer technologies while still looking back at how things have been done in the past. This exhibit takes a short tour of what once was and, with new twists and innovations, may be yet again.



Pan American Exposition (May to November 1901) Booklet for the Buffalo Pitts Company (Buffalo, NY), well known manufacturers of threshers, implements and early tractors.



NIAGARA THRESHER.



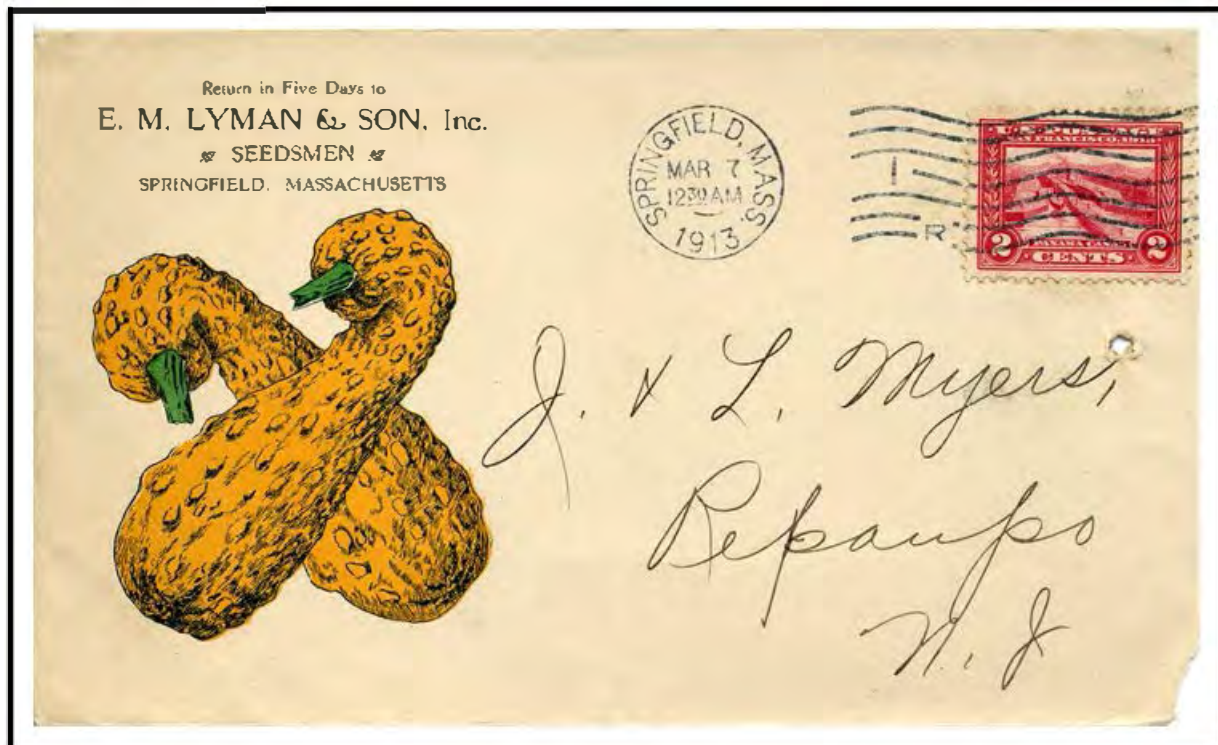
TRACTION ENGINE.

Just Veg-ing Out



2 cent domestic rate
 Saugus, Mass
 Dec 4, 1893
 Aiken S.C. REC'D
 Dec 7 8AM 1893

Winter squash are prized for their storage-ability. Up until as recently as the 1870's, there were numerous seed houses in every state. Most seed houses would have their own vegetable breeding programs. It is not uncommon for varieties to be named after the seed house that created them.




2 cent domestic rate

Springfield, Mass
 Mar 7 12:30 AM
 1913
 Gibbstown, N.J.
 REC'D
 Mar 7 6 PM 1913

Summer squash are best picked on the smaller side and are excellent grilled or sautéed. Crookneck summer squash are prolific and need to be picked often to encourage continued fruit set. While one planting of Winter Squash is normal for a growing season, a farmer can plant multiple successions of Summer Squash to extend the harvest period. And, for those who lock their cars during zucchini season, it might be good to know that zucchini are a type of summer squash.

If not called for in TEN DAYS, return to



CHAS. W. FORD & CO.
FISHERS, Ontario Co., N. Y.
 Successful farmers have sent hundreds of miles every year for 20 years for our
POTATOES ESPECIALLY FOR SEED
 Our best kinds have gained vitality here.
 More vigorous now than when we got them.
We would be glad to have you try them

Elizabeth S Woodward
Patterson
Monsey
Rockland NY

IRISH COBBLER Extra Early! Finest Quality!
 Large, round, white; just right for garden and for early marketing. Good all the year round. Keeps well late, firm and sound. Yields most of all Extra Early's. **TRY IT!**
 Your orders will have careful attention. We aim to please.
 The foundation of our trade is the good will of satisfied customers.

U.S. POSTAGE 2c

TALLMAN, NY APR 20 1917

2 cent domestic rate

Fishers, NY
Apr 18, 1917
Tallman, NY
Apr 20, 1917
forward to Monsey

The larvae of the Colorado Potato Beetle can devastate young *potato* plants before they even have a chance to set tubers if left unchecked. Many growers opt to use chemicals as their pest control while others may opt to hand-pick larvae off of plants. Those who are less squeamish might refer to them as garden zits and spend some time 'popping' them when found on a plant.

If not called for in ten days, return to

A. H. ANSLEY & SONS,



*I want a million
Graphite Beans*

Milo Centre, Yates Co., N. Y.

Perkins Wind Mill Co.
Mishawaka,
Ind.

Wax and Pole Beans our Specialties.

U.S. POSTAGE 2c

2 cent domestic rate

Milo Center, NY RPO
Aug 1893
Mishawaka, IN

While this ad cover illustrates *pole beans*, there is strong evidence that interplanting bush beans with potatoes will result in sufficient control for Colorado Potato Beetles. There are numerous other pairings of vegetable crops that provide a benefit to one or both of the paired crops.

Packing List, Columbia Planter
REGULAR EQUIPMENT

CHECK	1 Hopper and Wholes complete with Cylinder No. A-1.30-Hopper No. J 10 and inner Tube No. 85.
<input checked="" type="checkbox"/>	1 Delivery Plate No. 66, in Hopper.
<input checked="" type="checkbox"/>	6 Extra Cylinders, Nos. A-2, A-3, A-5, A-12, A-14 and A-8.
<input checked="" type="checkbox"/>	1 Marker complete without Hanger.
<input checked="" type="checkbox"/>	1 Marker Hanger for above, with screw for same.
<input checked="" type="checkbox"/>	1 Bevel Platen, 26-teeth, with shaft.
<input checked="" type="checkbox"/>	1 wire Cylinder Lifter.
<input checked="" type="checkbox"/>	1 Coverer No. 87.

In Box, _____

In Bundle, _____

1 SHINING Lever Red complete for each HANDLE.

SPECIALS, WHEN ORDERED, NOTED BELOW

4-inch Hole Point.

THE COLUMBIA PLANTER CO.
INCORPORATED
313-315-317 MONROE STREET
SPRINGFIELD, OHIO.

YOUR ORDER NUMBER _____

Columbia Garden Planters, Garden Lines, Etc.

OUR ORDER NUMBER **933**

SOLD TO **Geo W. Nauman** **May 4 1912**
Elizabethtown Pa

Terms _____

Date of _____

1 #3 Planter Less 50% 750 37 713

Rec'd Payment

THE COLUMBIA PLANTER CO.
Benj. Dennis

For use in connection with the Standard form of Straight Bill of Lading approved by the Interstate Commerce Commission by Order No. 787 of June 27, 1908.

The Pittsburgh, Cincinnati, Chicago & St. Louis Railway Company. Form 11-A, 28 Sheet

THIS MEMORANDUM is an acknowledgment that a bill of lading has been issued and is on the attached Bill of Lading and a copy or duplicate, covering the property named herein, and is intended solely for filing or record.

Shipper's No. _____
Agent's No. _____

RECEIVED, subject to the usual conditions and terms in effect on the date of the receipt by the carrier of the property described in the Original Bill of Lading.

at **Springfield, Ohio, May 4, 1912**

from **COLUMBIA PLANTER COMPANY** the property described below, in apparent good order, except as noted (contents and condition of contents of packages unknown), marked, counted and destined as indicated below, which said Company agrees to carry to its usual place of delivery at said destination, if on its road, otherwise to deliver to another carrier on the route to said destination. It is mutually agreed, as to each carrier of all or any portion of said property over all or any portion of said route to destination, and as to each party at any time interested in all or any of said property, that every service to be performed hereunder shall be subject to all the conditions, whether printed or written, herein, contained (including conditions on back hereof) and which are agreed to by the shipper and accepted for himself and his assigns.

The Rate of Freight from _____ is in Cents per 100 Lbs.

IF 1st Class	IF 2d Class	IF 3d Class	IF 4th Class	IF 5th Class	IF 6th Class	IF 7th Class	IF 8th Class	IF 9th Class	IF 10th Class
_____	_____	_____	_____	_____	_____	_____	_____	_____	_____

Consigned to **Geo. W. Nauman** (Mail Address - but for purpose of delivery.)

Destination, **Elizabethtown** State of **Pa.** County of _____

Route, _____ Car Initial _____ Car No. _____

No. MARKED	DESCRIPTION OF ARTICLES AND SPECIAL MARKS	WEIGHT (Number of Containers)	CLASS OR RATE	CHIEF SHIPPER	IF charges are to be prepaid, write or stamp here, "To be prepaid."
1	Box Planter				
2	Extra Holes & Rod	50			

Received \$ _____ to apply in prepayment of the charges on the property described hereon.

Agent or Cashier, _____

Per _____ (The Agent here acknowledges receipt of amount prepaid.)

Charges Advanced: _____

Received by P. C. & St. L. Ry. Co. Springfield, Ohio MAY 6 1912

Suspect as to the conditions of Lading. NOISE. Agent's name.

COLUMBIA PLANTER COMPANY Shipper. Per **Benj. Dennis** Agent.



2 cent domestic rate

Springfield, Ohio
May 4 4pm 1912
Elizabethtown, PA
May 6 1912 Rec'd
(bkstmp)

Seed is a valuable resource on the farm, but time is often more valuable. Hand seeding is inefficient once rows exceed 10 or 20 feet in length. Many vegetable producers on small farms still use seeders that look very much like this Columbia Planter Company model shown here. The cylinders pictured next to the seeder were used to handle different sized seeds. This item cost \$7.13 in 1912.

Fertilizers

2 cent unsealed printed matter rate

1869
Richmond, VA
(enclosure)
Northway Co. Ho., VA
(address)

"... a Farmer...is yearly carrying off large amounts of Phosphate, which if not replaced is crops will gradually decrease."

POWHATAN

Raw Bone Super-Phosphate.

DOWNWARD, ANDERSON & CO.,
Manufacturers and Proprietors.

JOHN WHANN, Superintendent,
Late of Firm of Walton, Whann & Co., Wilmington, Del.

STOREHOUSE AND OFFICE:
Nos. 18 and 20 Fifteenth Street,
BETWEEN
RICHM

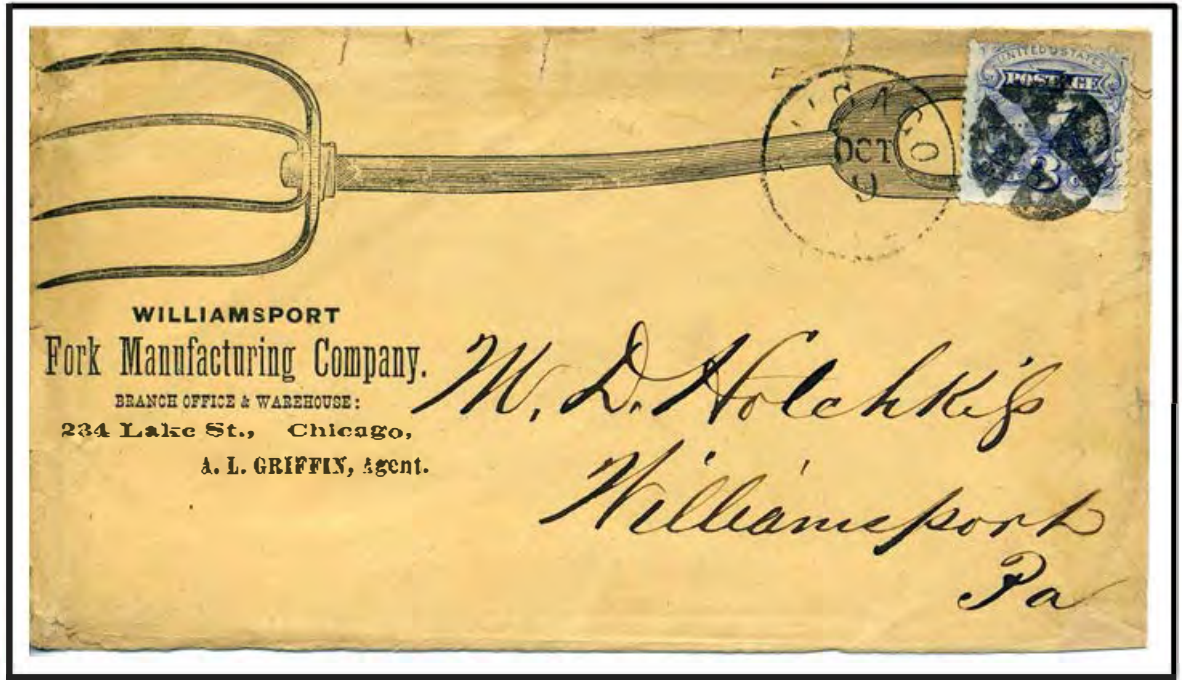
RIC
FEROUSON

<p style="text-align: center;">6 POWHATAN RAW BONE SUPER-PHOSPHATE.</p> <p>It is an admirable plan to use both in the fall and broadcast, using about one hundred and fifty pounds in each application. When used alone in the fall considerable caution should be taken to see that the phosphate is scattered so as not to allow the grain to come in contact with a large amount of the phosphate, as it will be likely to injure the germ of the seed.</p> <p style="text-align: center;">WHEAT.</p> <p>Use from three hundred to three hundred and fifty pounds broadcast, broadcast in at the time of seeding. A less quantity may be used if applied with a drill, which we would recommend, if at all possible. The soil should be thoroughly cultivated, not only for the growth of the wheat, but the time which follows. From the use of phosphate all up to the advantage of the phosphate, we recommend constantly the Powhatan Raw Bone Super-Phosphate as one of the most reliable and effective fertilizers in use.</p> <p style="text-align: center;">OATS.</p> <p>Use one hundred and fifty to two hundred pounds per acre, this will produce a heavy yield.</p> <p style="text-align: center;">TOBACCO.</p> <p>The Powhatan Raw Bone Super-Phosphate will be found well adapted to produce a large crop of tobacco. Use from two to three hundred pounds per acre in the fall.</p>	<p style="text-align: center;">7 POWHATAN RAW BONE SUPER-PHOSPHATE.</p> <p style="text-align: center;">POTATOES.</p> <p>From two hundred to three hundred pounds per acre, broadcast in the rows at the time of planting; this will insure a much larger potato, also a later crop than that produced by bare fall sowing.</p> <p style="text-align: center;">COTTON.</p> <p>The amount of phosphate for this crop is varied by circumstances. From three to five hundred pounds in the fall at the time of planting in most cases will be sufficient to produce a large crop.</p> <p style="text-align: center;">TOP DRESSING THE LAND.</p> <p>Two hundred pounds per acre sown early in the spring, just as the frost is leaving the ground, will be found highly beneficial.</p> <p style="text-align: center;">GARDEN VEGETABLES.</p> <p>For vegetables of all kinds use freely if you wish a heavy crop.</p> <p style="text-align: center;">FOR TURNIPS</p> <p>Apply three hundred to two hundred pounds per acre with the seed, this quantity will give an excellent crop. This application, at the time of sowing, will produce the clearest and sweetest turnips. The sowing should be done just before rain if possible.</p> <p style="text-align: center;">FOR BUCKWHEAT</p> <p>Use one hundred and fifty pounds per acre with it in the same way as for other grain.</p>
--	---

D. A. Fitzgerald Esq
Northway Co. Ho.
VA

Soil health is a key to success. This has been known for generations, yet it is a difficult thing to keep at the front of every horticulturalist's or agriculturalist's mind. This enclosure discusses the return on investment and the ability of plants to take up the fertilizer being applied. This "solubility" may help with the bottom line, but it has the net effect of "feeding the plant" versus "feeding the soil." If we work hard to do the latter, the former takes care of itself.

Poo d'Etat



3 cent domestic rate
1869 or 1870 use

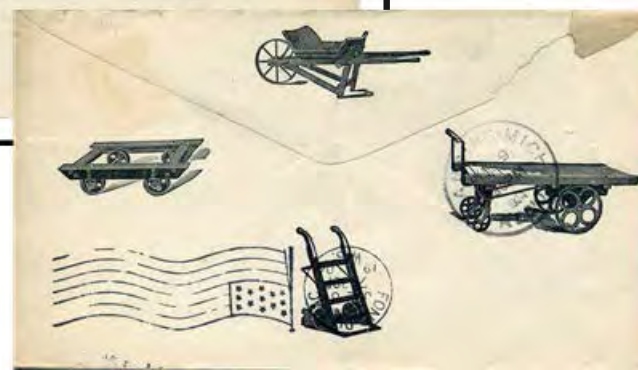
Chicago, ILL Oct 9
Williamsport, PA
(address)

Pitchforks are an underrated farm tool. Not only can a pitchfork help with the redistribution of bedding (which is often endowed with a nice complement of "poo"), the pitchfork has been known to provide sufficient repellent for raccoons and opossum in the chicken coop. On the other hand, pitchforks rarely help with rabbits, despite the fairy tale pictorials with Farmer Brown and Peter Rabbit.



2 cent domestic rate

Mayville, Wis.
1904 Jul 8 6PM
Fond du Lac, Wis.
Jul 8 7-30 PM 1904
(backstamp)
Lansing, Mich REC'D
Jul 9 ?30 PM 1904
(backstamp)



A significant part of farming on the vegetable farm consists of moving things from one place on the farm to another. Plants, tools, seeds and mulch go out to the field and the various produce (hopefully) comes back. A fine fleet of hand propelled carts is important for efficient work. And don't forget, that poo needs to go to the compost pile as well!

Feed and Forage



2 cent domestic rate

Minneapolis, MN
Feb 24 730 PM 1905
Boyer, MI
(backstamp)

H. Aldred,
Boyer, Mich.



Livestock are an important part of a vegetable growing operation simply because they provide fertility (yes, that "poo" we've been talking about) and ready customers for excess produce. Smaller operations often rely on feed mixes to provide a base diet for livestock while the farm adds diversity to that diet.

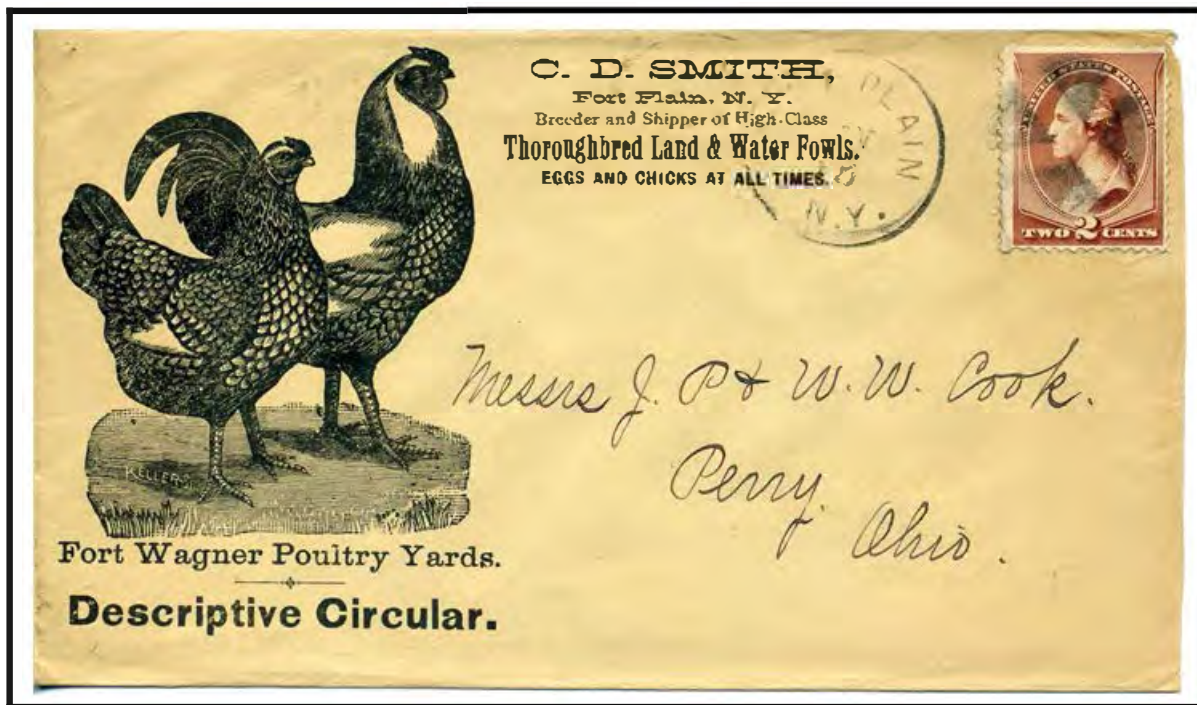


FIRST DAY
2 cent domestic rate

Mansfield O.
Oct 1, 1883
Tracy, Minn.
Oct 3, 1883 (bkstmp)
Currie, Minn.
Oct 3, 1883 (bkstmp)

Why the Ugly Chicken? Aultman-Taylor used a malnourished chicken to show that their threshers didn't leave much behind, unlike other company's threshers that would leave grain behind for the birds.

Breed Diversity



2 cent domestic rate

Fort Plain NY
Nov 13
Perry, O.
Nov 14, 1885?
(bkstmp)

The vast majority of chickens raised for consumption are a Cornish Cross hybrid. These are selected for fast increase and high breast meat concentration. These birds are less intelligent, are poor foragers and tend to be subject to a number of health issues. The quality of meat is often poor due to the conditions under which many of these birds are raised.

On a diversified farm with pasture access, hardier breeds and hybrids tend to take to outdoor access well.



2 cent Domestic Rate

Sarcoxie, Mo.
Nov 18pm 1905
Lancaster, Mass Rec'd
8AM Nov 4, 1905
(bkstmp)

What's Bugging Us?

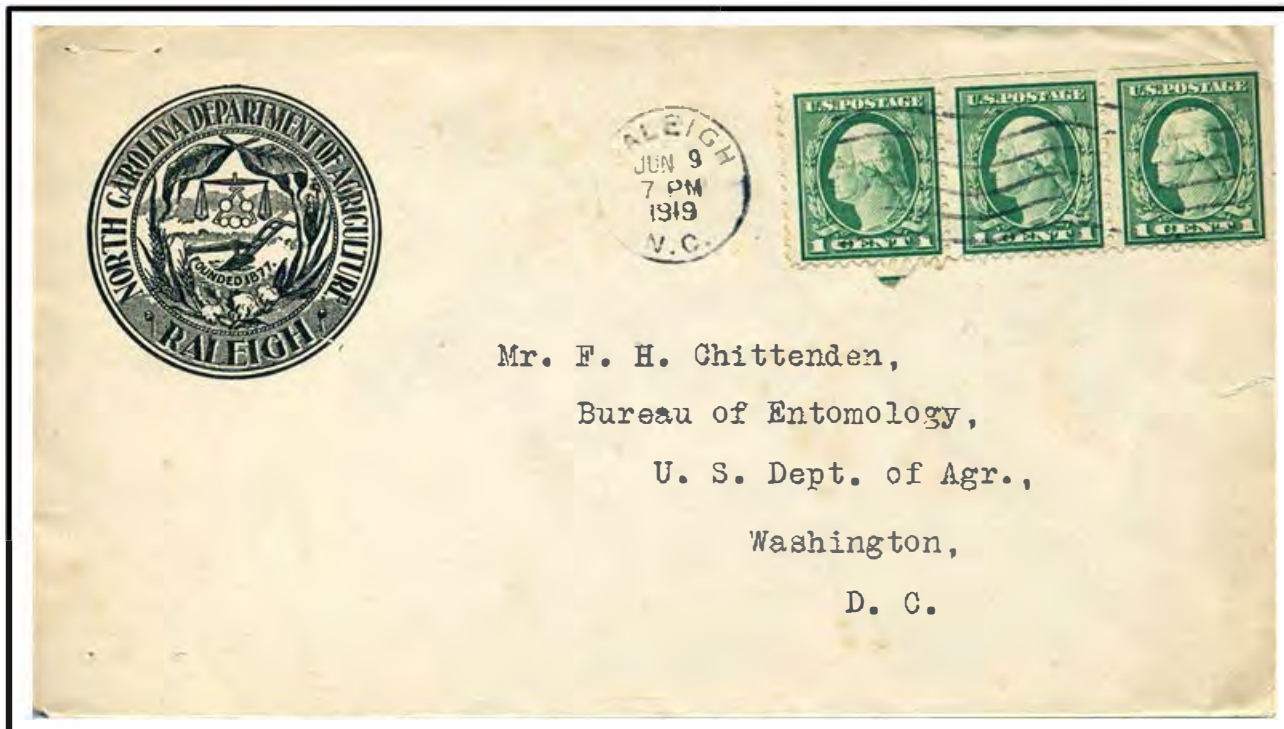


2 cent domestic rate
Distributing Post
Office Marking

Medina, Ohio
Dec 16 PM 1895
Cleveland, Ohio
Dec 1 730 PM
TRANSIT
Harmonsburg, PA
(backstamp)

Xeno W. Putnam,
Harmonsburg, Craw. Co. Pa.

Pollinators are responsible for a significant portion of our food crops, yet much of what we do in agriculture and in our own yards destroys these populations. A farm that supports wild pollinator populations typically has greater yields.



3 cent domestic "war"
rate

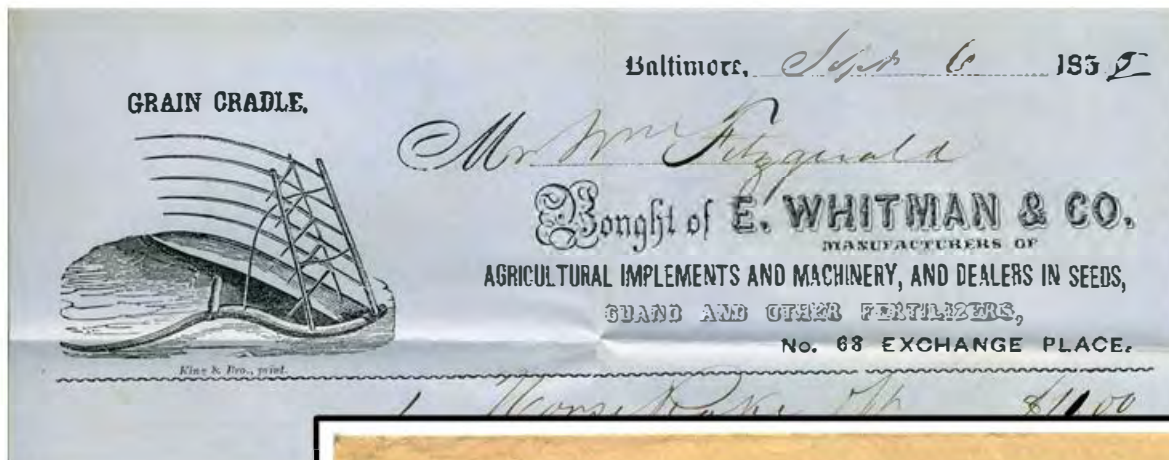
Raleigh, N.C.
Jun 9 7 PM 1919

Mr. F. H. Chittenden,
Bureau of Entomology,
U. S. Dept. of Agr.,
Washington,
D. C.

Insect pests are part of one of the 'big four worries' farmers have: pests, disease, weeds and weather. If it weren't for these things, everyone would farm. Oddly enough, it has been known for generations that good crop rotations, diverse farming environments and attention to soil health seem to help suppress the things that tend to bug us by supporting some of the things that "bug them!"

Implement Implemenation

The right tool for the job: Farmers of all types would agree that access to the right tools for each of the tasks on the farm is a key to efficient management of crops and livestock. A wide range of implements that can be pulled behind tractors and horses have been available for generations. These same tools can be scaled up or down in size depending on the power source available to use them and the size of the area being worked.



3 cent domestic rate
East of Rockies

letter Jan 1, 1856
Baltimore, Md.
Jan 1
Nottoway, Va (address)



Baltimore, January 1st, 1856.

Dear Sir:

In conformity with an established custom, on the first day of January we present to each of our Customers a statement of their accounts, for settlement. The past year having been one of plenty with the Agriculturalists, we trust that our call will meet a ready response.



2 cent domestic rate

Higganum, Conn.
Nov 21 1901 5 PM
Jacksonville, (ILL)
Nov ? 1901 Rec'd
(1kstamp)

Top cover back



Bottom cover front

2 cent domestic rate
American Machine
Cancel

Auburn, N.Y.
Apr 29 5-PM 1899
Topsham, ME.
May 1, 1899 Rec'd
(1kstamp)



Harrowing is primarily used for field preparation and cultivation. A greater angle of the disk harrow in relation to the direction of the tractor moves more dirt and buries organic matter on the surface. Spring tooth harrows were made to handle inconsistent soils with rocks and other obstructions.

Oui, We Weed



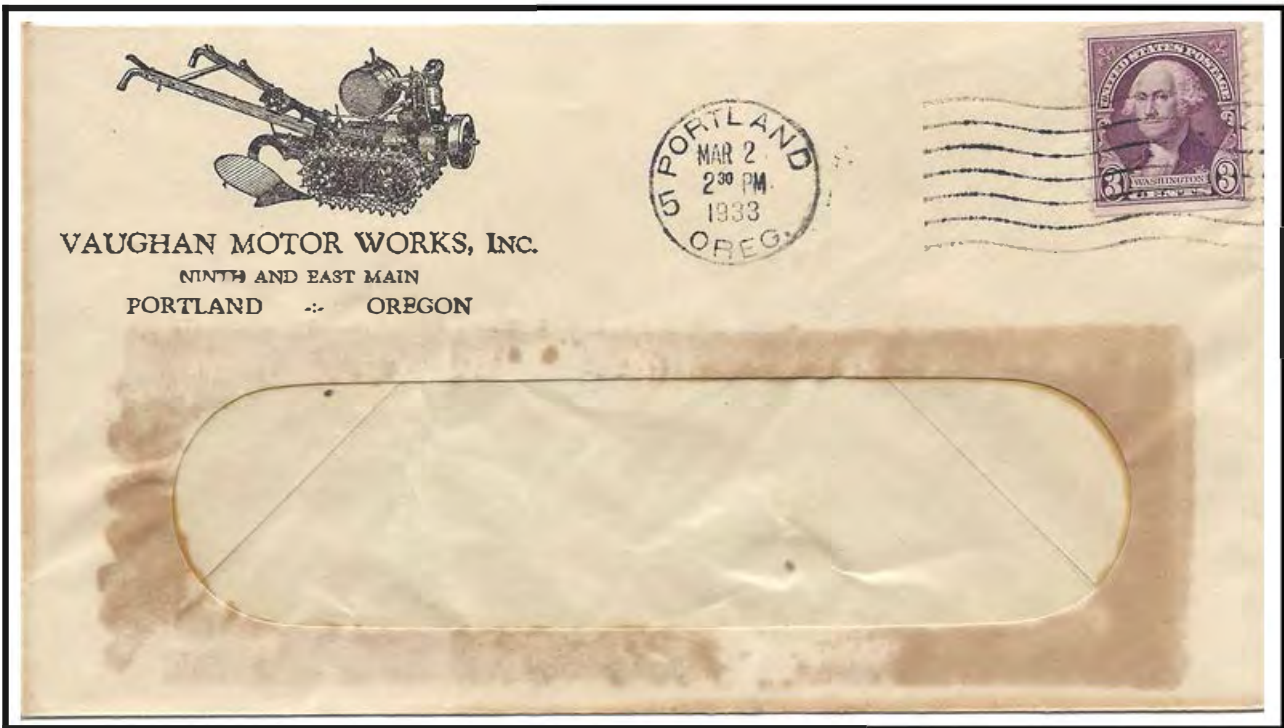
3 cent domestic "war" rate

Philadelphia, PA
Feb 19, 1918

to New York City



Right Sizing Tools: For a smaller vegetable production operation, tools that are operated with a human or small engine providing the power get cultivation jobs done at a cost that matches up appropriately with sales.



3 cent domestic rate

Portland, Oreg
Mar 2, 1933

destination unknown

Circa 1924, Elbert Vaughan came up with a garden tractor design that he and his company developed into the Flex-Tred garden tractor depicted on this corner card illustration. By 1944, this product line was being maintained by Harsch Manufacturing. Attachments at the rear (under the handles) could be interchanged for different needs. Shown above is a single bottom plow.

Prices Current

S. B. POTTER & CO.,
Produce Commission Merchants,
No. 31 WATER STREET.

BUTTER—State Firkins & Tubs, per lb	36 @ 40	BRANS—Marrow, per bushel	
“ “ Welsh Tubs, “	35 “ 38	“ Medium “	
Ohio	30 “ 35	DRIED APPLES—per lb	18 @ 21 ⁰⁰
“ Can'da, Mich. & Ill's	25 “ 30	PORK—Mess per bbl.	31 ¹ / ₂ “ 32 ¹ / ₄
CHEESE—Factory, good to fine per lb	18 “ 20	“ Prime “	26 ¹ / ₂ “ 26 ³ / ₄
“ Dairies “ “ “	15 “ 18	BEEF—Extra Mess per bbl	21 ¹ / ₂ “ 24 ¹ / ₂
EGGS—Fresh packed, per doz.	25 “ 27	“ Mess “	16 “ 21 ⁰⁰
LARD—Kettle rendered, per lb	20 “ 21	“ Hams “	45 “ 45 ¹ / ₄
“ Steam “ “	18 “ 20	TALLOW per lb	12 ³ / ₄ @ 13 ¹ / ₄
HORS—State, first sorts “		SEEDS—	nominal

2 cent rate for Unsealed
Circulars
1866 Price List

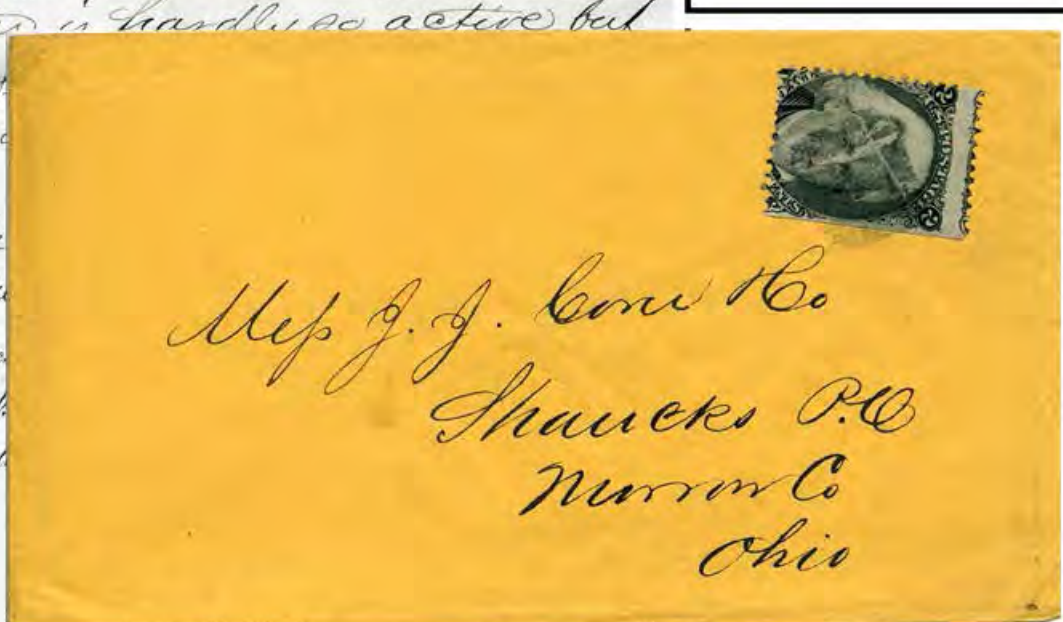
Content:
New York
July 11, 1866
Murray County, OH
(address)

New York, July 11 1866

Messrs J. J. Cory & Co.
Gentlemen

We direct your
attention to our Prices Current above. The demand
for Ohio Butter is hardly so active but
really choice
of high colored
at 34 @ 35
Eggs in good de
hard dull. In

Liberal advances
prompt sales rendered.
Respectfully sol



Messrs J. J. Cory & Co
Shavers P.O
Murray Co
Ohio

ATTY
Shaver

Commission Merchants provided a 'brokerage service' between producers and buyers. In order to secure product, price lists were sent to prospective producers. Most farms were smaller and often could not provide a sufficient volume for a 'value added' company. The merchant would acquire the necessary volume and resell the product from multiple sources to the interested buyer. The infrastructure for small farms has largely disappeared, leaving most to sell direct to consumer or handle their own contact with bulk purchasers.

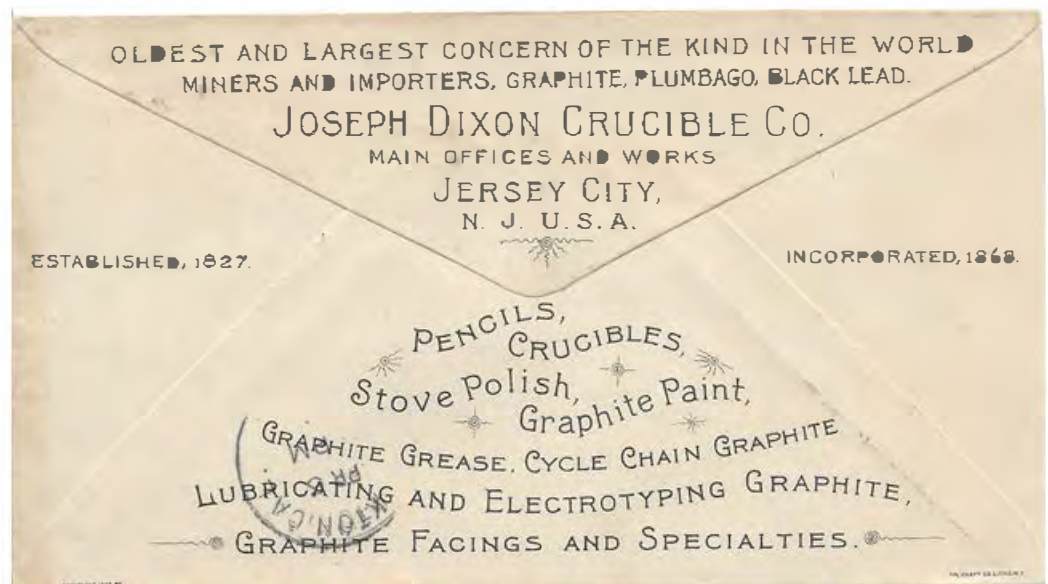
Power of the Pencil



An Under-Rated Tool: Record keeping is a key item in the grower's tool box. A notepad and a pencil (or pen) can help the farmer keep track of weather events, harvest amounts, planting dates, pest pressures, feed ration mixes and any number of other pieces of data that can inform decisions. Collecting the data allows the farmer a chance to use computing tools to analyze and make decisions - but you can't analyze data that isn't collected in the first place!

2 cent domestic rate

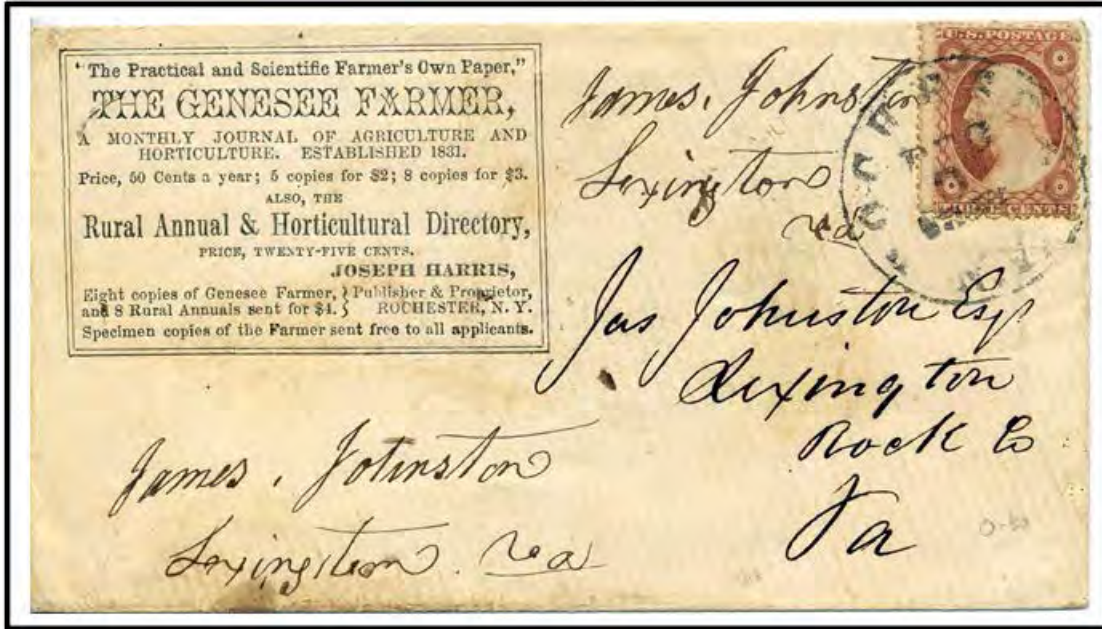
San Francisco, Cal
 Apr 6, 1899
 Stockton, Cal
 Apr 6



Joseph Dixon was involved in a graphite mine in Sturbridge, Mass and is credited with developing the use of graphite for lubricants and non-corrosive paints (among other things). His company created graphite crucibles for melting iron and other metals. Dixon Crucible Co introduced graphite pencils to its production line and was one of the top pencil manufacturers into the late 1900's. The origination of this cover in San Francisco likely shows Dixon's move to start using Incense Cedar that grow in California for the wood casing of the pencil rather than the Eastern Cedar Cedar found in Tennessee and surrounding states.

Farming Related Publications

Farmers that think they know it all are doomed to fail: It is well known that Mother Nature is fond of putting humans back in their place frequently. A farmer that doesn't understand this is one that is due for a significant failure of some kind. The best solution is to apply oneself to continuous and lifelong learning. Or, as might be the case for some us - lifelong "re-learning."



3 cent domestic rate

Rochester, N.Y.
Dec 3, 1859?
Lexington, VA (address)

The Genesee Farmer was a publication established in 1831 that dedicated itself to rural topics, with extensive coverage in horticulture and agriculture. In many ways, it was not unlike present day publications that explore ways to improve yield and run a profitable farming business.



3 cent domestic rate

Philadelphia, PA
Apr 18 9-PM
1894

Farm Journal was established in 1877 by Quaker Wilmer Atkinson. The journal was initially intended to regional (around Philadelphia), but grew to 1 million subscribers by 1915. Farm Journal is actively published at this time.

Insurance Policies

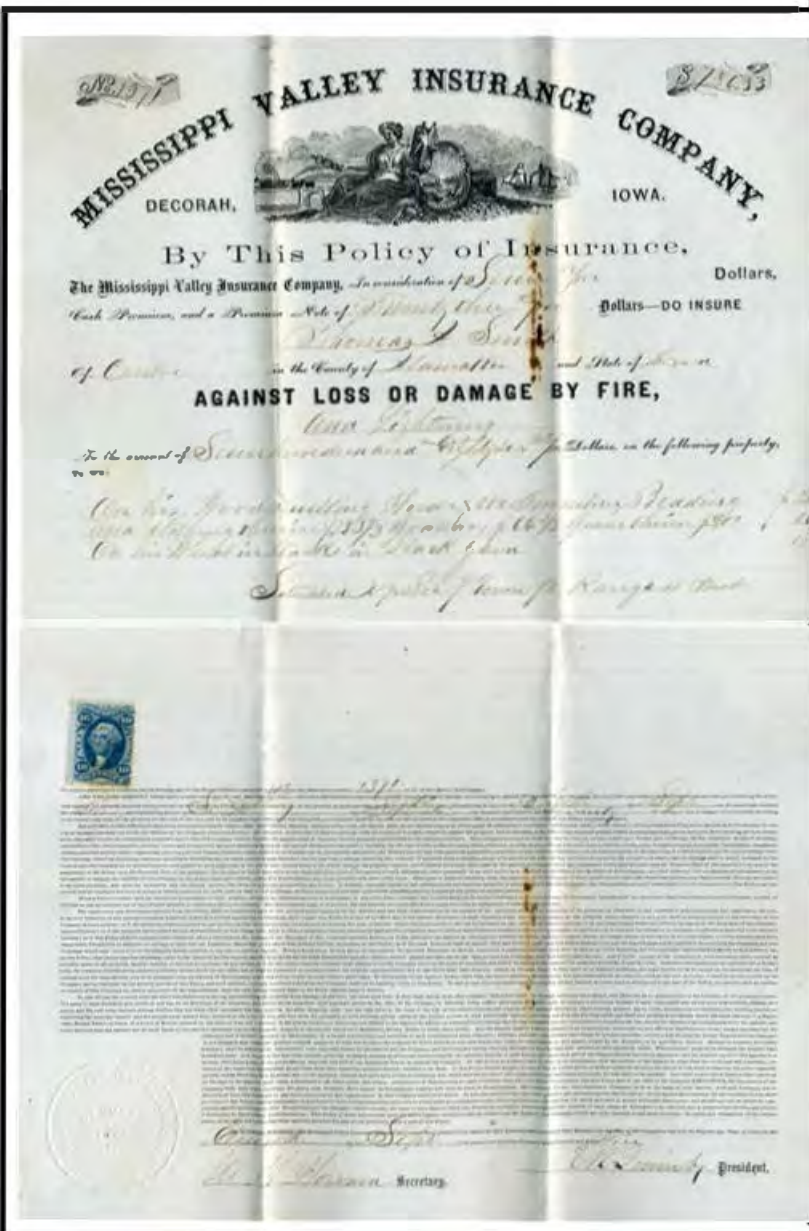
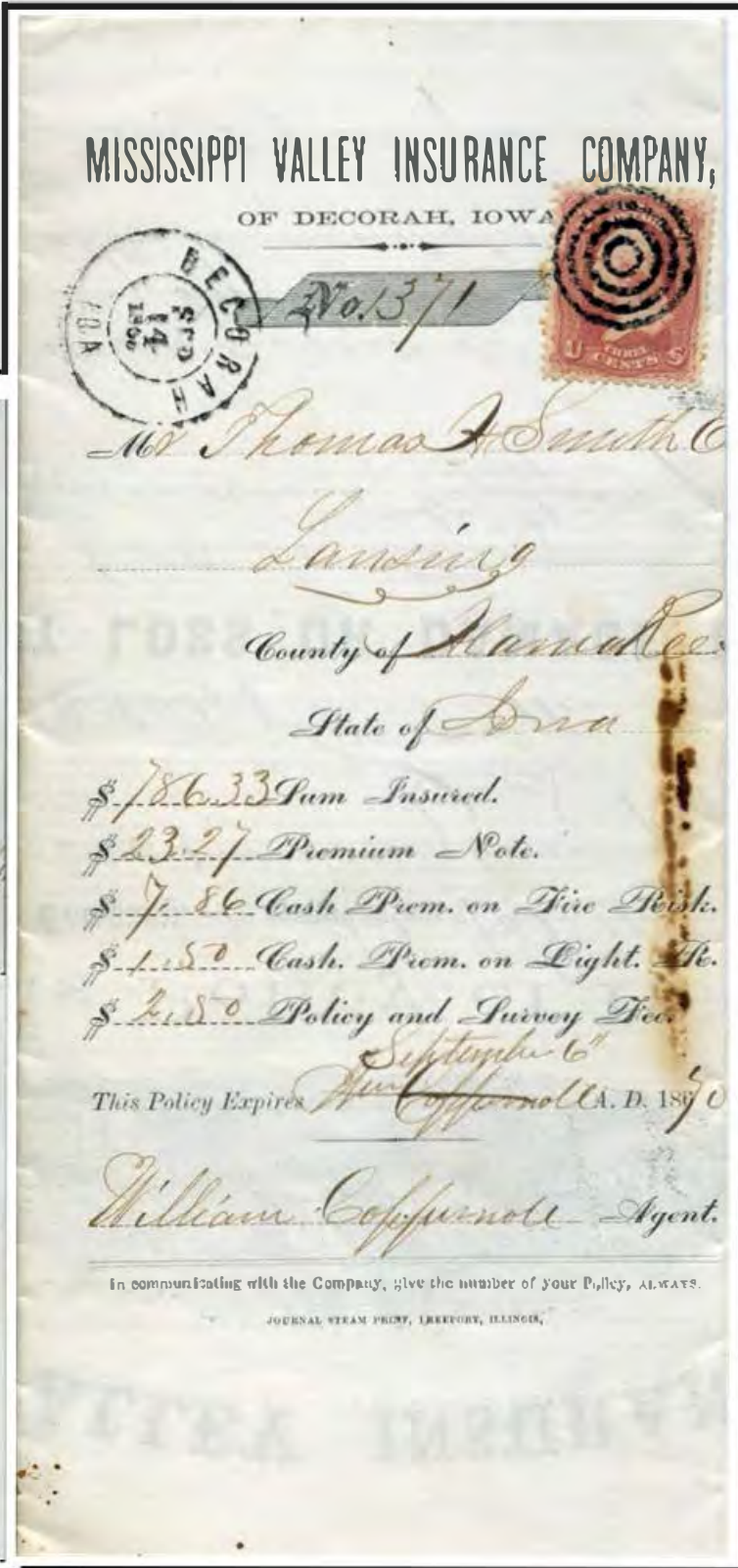
Insurance Contract

For Home, contents, granary, grain, and wheat in case of fire or lightning.

3 cent domestic rate

Decorah, IOA
Sep 14, 1865
Lansing, IA
(address)

10 ct Contract Revenue
- first issue



Perhaps more than most occupations or businesses, farming is subject to the whims of Mother Nature. Farmers need to find ways to protect against losses caused by natural disasters and insurance policies are one such tool. Unfortunately, there are no reasonable crop insurance options for small, diverse operations at this time.