

The Truth About Florida

The Bunnell Home Builder

Edited by S. HOWARD

1115—108 So. La Salle Street, Chicago, Ill.

APRIL, 1916

An Ideal Southern Home just to the East of the
Bunnell Colony



This Charming Home Is the Residence of Mr. Knox, Who Is the Owner of One of the Most Beautiful Orange Groves in the State of Florida. This Grove Covers More Than a Hundred Acres, and Its Value Is Estimated at Over a Hundred Thousand Dollars.

Life is Indeed Worth Living Here



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An Invitation to the Readers of The Home Builder to Accompany Mr. Verdenius on His Trip to Bunnell, Florida, April 18, 1916.



Mr. T. A. Verdenius, the Pioneer Small Farm Man of Florida.

"COME AND SEE."

Florida for many years has been famed for her delightful winter climate, and the tourists particularly have flocked to that "Land of Flowers" when the cold winds were raging over the northern states. It will ever be a delight to spend the mid-winter days out of doors, under azure skies, reveling in the bright sunshine and listening to the voice of the mocking-bird as he calls to his mate, and in Florida at this season of the year the trees are laden with their wealth of oranges, grapefruit and other citrus fruits.

However, the idea that Florida is only desirable as a winter resort is a great fallacy. To realize the real worth of Florida as a home state, and as a place where one may make a good livelihood, you must see it when the crops are being harvested and when the farmers are receiving the returns from the combination of soil and marvelous climate. This feature of Florida, I realize, is of primary interest to those who have bought land in the Bunnell colony, or who contemplate purchasing farms there. I want you to visit Bunnell in the midst of her busy season, and therefore I invite you and urge you to join me in a trip to Bunnell, taking advantage of the homeseekers' excursion which leaves Chicago on Tuesday night, April 18th. Many of our land owners have already visited the colony, but if you have never been there at the time of the potato harvest, it will be well worth your while to take this trip. Those who own land at Bunnell but who have never visited the colony, should, if possible, plan to go at this time, because you cannot form a clearer conception of the possibilities of your own farm than by making a trip of inspection at the time of the potato harvest.

My invitation is particularly to all those who have so far been "halting be-

tween two opinions." I assume that you have not become fully convinced of the merits of our colony or you would have purchased a farm ere this.

Realizing that "seeing is believing," I urge you who are interested in our colony, but who have not yet purchased land, to join me on this trip to Bunnell; see for yourself what our land will produce, and hear with your own ears the stories of success from the lips of our farmers. The opinion given by the great majority of those who have visited the Bunnell colony is that conditions there far exceed their fondest expectations, and practically all who felt able to do so, purchased more land after their visit.

I feel confident that those who accompany me on this trip will feel amply repaid for the time and cost of making the trip. I am planning that this shall not only be a business trip, but that it shall be a pleasure one as well. If any of you who are making arrangements to visit Bunnell at this time would like to have your wives accompany you, I want to say that we shall be very glad indeed to have them, and will do our best to make the trip a pleasant one for them. I am always anxious for the wives and the daughters to see our Bunnell colony, so that they will understand something of the pleasant surroundings and social life to be found there, and I have usually found that if the wife is satisfied, the husband is sure to be.

Let me tell you briefly of this trip, as we have mapped it out so far. We shall take the "Dixie Flyer," which leaves the Dearborn Street Station, Chicago, April 18th, at 10:25 p. m. The road over which the "Dixie Flyer" passes traverses eastern Illinois and western Indiana, crossing the broad Ohio river at Evansville, and entering Kentucky. After sweeping through the rugged Kentucky foothills for a hundred miles, this famous train leaves the "Blue Grass" state and enters Tennessee. Six miles north of Nashville the great National Cemetery is passed, where over seventeen thousand Federal soldiers were laid to rest. In the center of a beautiful section, built within a circle of hills, lies Nashville, the state capital.

Wednesday afternoon, Murfreesboro, former capital of Tennessee, is reached, in the vicinity of which is another famous national cemetery. The "Dixie Flyer" then winds its way through the picturesque Tennessee Mountains. Soon Lookout Mountain comes into view, with the Tennessee River on the left, and about 4:00 o'clock p. m. Chattanooga is reached. In the vicinity of Chattanooga are many points of interest. From Chattanooga to Atlanta the train passes through battlefields almost the entire distance.

Passing through Atlanta, the capital of Georgia, we will reach Jacksonville, the "Gateway to Florida," Thursday morning at 7:50 o'clock. We plan to spend a day in Jacksonville, which you will find to be a most beautiful and charming city, and the fastest-growing one in the South. Jacksonville has grown

in the last twelve years from a little city of 10,000 inhabitants to a city with a population of almost 100,000 people. While in Jacksonville we shall pay a visit to its famous "Ostrich Farm," overlooking the mighty St. Johns river, and here one could spend an entire day in a pleasant and profitable manner. But we plan to see some of Jacksonville's parks, her beautiful buildings, etc. The following morning, which will be Friday, April 21st, we shall leave for St. Augustine, the county seat of our county, St. Johns, and the oldest city in the United States.

Just the visit to St. Augustine alone would pay you for your trip to Florida, for this quaint old city possesses a charm for every one, and one never tires of visiting its points of interest. We plan to visit the ocean beach, old Fort Marion, the far-famed hotels that are located there, and many other interesting places.

The Bunnell Development Company automobiles will meet us in St. Augustine, and we shall leave that evening via the Dixie Highway for Bunnell, passing through Hastings. The next day, which will be Saturday, we shall spend in and around Bunnell, visit and interview the farmers busy with their Irish potato crop, see the work of development going on in the colony, go over to Ocean City and the ocean beach, visit the 106-acre orange grove nearby, and give you an opportunity to see what the Bunnell colony is like, what our people have accomplished, and what wonderful opportunities there are for those who locate there in the near future. On Sunday we may possibly take a trip to Daytona.

If you live in the East and would not go to Florida via Chicago, I want you then to meet me in Jacksonville Thursday morning, and join our party there, and then see Jacksonville, St. Augustine and other places with us, as I have outlined above. If you will write me at once, I will give you the name of the hotel at which you can meet us.

The Homeseekers' Excursions to Florida leave northern cities the 1st and 3rd Tuesdays of each month. On these days the rates to Florida are considerably reduced, and the tickets are good for twenty-one days.

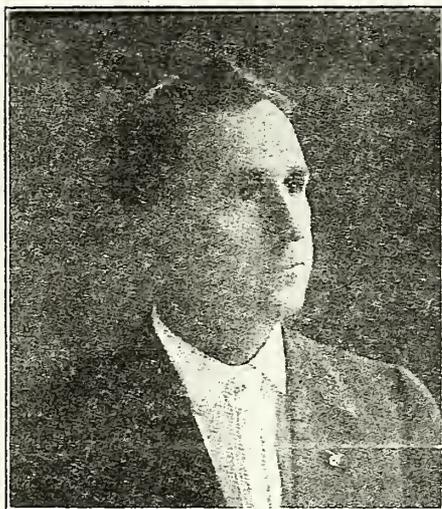
For more complete particulars, I would suggest that you inquire of your local ticket agent.

IF YOU WANT TO GO TO A WARMER, HEALTHIER, MORE IDEAL CLIMATE—TO A COUNTRY WHERE YOU CAN RAISE THREE CROPS A YEAR ON THE SAME LAND—COME WITH ME, APRIL 18TH. NEXT, TO OUR BUNNELL COLONY. IT WILL BE THE "TRIP OF YOUR LIFE." WITH ALL MY HEART I URGE YOU TO COME AND SEE.

Thomas A. Verdenius,
108 South La Salle Street,
Chicago, Illinois.

BE READY TO START FOR BUNNELL ON APRIL 18TH.

QUESTIONS OFTEN ASKED REGARDING THE BUNNELL COLONY
 Answered by Mr. I. I. Moody, President Bunnell Development Company.



Mr. I. I. Moody, President of the Bunnell State Bank.

We are constantly receiving letters from our old buyers and also from men and women who contemplate a change of residence, containing a great many questions regarding our Bunnell colony, and, because I realize that many more people will be asking the same questions in future days, I have thought it a good plan to give some of the most frequent queries in this issue of the HOME BUILDER, and to answer them for the benefit of all, as fully as space will permit me.

I came to St. Johns County, Florida, from the State of Georgia when I was quite a young man, and I have lived in the vicinity of where Bunnell is now located for over fifteen years, and as I have traveled quite extensively through Florida, I feel that I am pretty thoroughly informed regarding conditions generally here.

Question 1. *What kind of people are living in the Bunnell colony at the present time, and what is the class of people to whom you have sold land?* Bunnell is one of the most cosmopolitan places you could imagine. We have citizens here from almost every State in the Union, from Canada, and countries across the sea. You will find a splendid class of people here, no doubt the same that you have been accustomed to associate with, and you will find the same churches, schools and lodges.

2. *How large and how small sized tracts do you sell?* From ten acres upward. We also have a few five acre tracts near Bunnell, and a few near the town of Dupont.

3. *Are the lands timbered?* Our land is what is known as "cut-over" land. Practically all the large trees have been removed, but the stumps remain and there are some young trees that have grown up since the other timber was removed. There is practically no underbrush on our land.

4. *What is the cost of clearing the land?* The price of clearing our land

varies considerably. I believe that the average acre of land in our colony can be cleared at an approximate cost of \$15.00 an acre.

5. *Is the timber on the land of any value?* Yes, if saved for fence posts and fuel.

6. *Is irrigation necessary at Bunnell?* No, not in the sense that irrigation is known in the western states. Not one farm in a hundred is irrigated here. Our artesian wells, however, are of great value to the farmer in case there should be a dry spell.

7. *Is the Bunnell colony in an artesian belt?* Yes, one can strike artesian water almost any place in the colony.

8. *At what depth can artesian water be obtained?* From 150 to 300 feet.

9. *Is the water pure and wholesome?* Yes, absolutely.

10. *At what depth is good drinking water obtained?* At about a depth of 25 feet.

11. *What is the cost of such a driven well?* About \$25.00, pump, pipe and labor included.

12. *Does live-stock do well in Florida?* This is a great country for live-stock. No expensive barns have to be built for shelter, but they may graze out of doors all the year. (For further particulars on this subject, I would suggest you write our Mr. Verdenius, 108 South La Salle Street, Chicago.)

13. *How many crops do you raise annually?* Three—a fall crop, a spring crop and a summer crop.

14. *Where do you sell your products?* They are shipped to practically all parts of the United States and into Canada.

15. *How many growing days do you have at Bunnell?* Practically every day in the year is a growing day in our colony.

16. *What do you grow in the summer months?* Hay, sugar cane, sweet potatoes and corn; the latter will yield equally as large a crop per acre, if not larger, than corn grown in the north, and we raise a dozen other field crops, also pears, peaches, persimmons and other fruits too numerous to mention.

17. *Is it necessary to fertilize?* It is not necessary, but it pays to fertilize your land, just as it pays you to feed corn to hogs to fatten them.

18. *What is the cost of fertilizer?* From \$35.00 a ton upward, the cost having increased considerably since the European war has been in progress. When the war is over, we shall probably secure it at the former prices.

19. *What is the value of improved land in your County?* From \$100.00 to \$300.00 an acre, and the crops we grow and market in the winter will often equal the cost of the land in one crop, while northern and western farmers seldom earn over five per cent on the value of their land.

20. *How do prices of building material average with those in the north?* With lumber mills so near at hand, building material is naturally cheaper here. A four-room house can be built for about \$300.00, the average cost being \$75.00 a room and upward, according to the finish. Cement houses are practical.

21. *What is the annual mean temperature and rainfall in Bunnell?* Temperature, about 68 degrees; rainfall, about 48 to 50 inches.

22. *When is the heaviest rainfall?* In August and September.

23. *Do you ever have any tornadoes in that part of the country?* No.

24. *Are sunstrokes of usual occurrence?* There has never been a case of sunstroke known of in the state of Florida.

25. *What kind of nights do you have?* Always cool.

26. *What about wild game and the game laws?* There is a great variety of wild game, such as turkeys, squirrels, quail, ducks and numerous other birds, including doves, snipes, etc. There are black bears, raccoons and opossums. The hunting season lasts from three to four months, according to the federal laws. The license fee is \$15.00 for non-residents in each county, and from \$1.00 to \$3.00 for residents.

27. *How about the fishing?* The finest in the country. Plenty of salt-water fish and fresh water species. No license required, excepting for certain commercial fishing.

28. *Is Bunnell a healthy place in which to live?* One of the healthiest communities in the United States. We are very near salt water, and our lands are surrounded by pine forests—two important essentials in creating health. Bunnell is one of the most pleasant places in which to live—summer or winter.

29. *How about frosts?* Light frosts occur between December and February, sometimes injuring the tender plants. This may happen anywhere in the state of Florida. There is absolutely no frost-line.

30. *How much are the taxes on your land?* The taxes are all paid by the Bunnell Development Company until our buyers receive deeds for their land; after that time the taxes will be about \$1.50 to \$2.00 on each ten acre tract.

31. *How are the titles to your land?* Our titles are perfect. One has the privilege of paying for his land in full at any time, when we will then give a Warranty Deed and a perfect title to the land.

32. *Are there any special rates offered homeseekers to go to Florida?* Yes, on the first and third Tuesdays of every month tickets are sold at reduced rates, good for 21 days. Your local ticket agent can give you full information in regard to these excursion rates.

Why he Likes Florida Better

When I moved to Florida, I did not have the price of my railroad fare, consequently I got another man to pay my way here, but since moving here I have accumulated enough to put myself and family on "easy street." I find that I can make more money here in one year than I could in five years at my old home.

Yours truly,
 C. A. SMITH.
 Bunnell, Florida

Every Day Happenings in and Around Bunnell As



Party of recent buyers in the Bunnell colony, coming from Minnesota, Ohio and Michigan. Two of this number were farmers from Minnesota, who purchased 160 acres apiece. Altogether the party bought 470 acres of Bunnell land.

Messrs. Turner and Sessions are making good headway improving their farm near Bunnell. Last week they planted a variety of fruit trees, including oranges, grapefruit, also grape-vines, etc. They also have a fine garden planted, growing melons, corn, peas, beans, beets, lettuce, turnips, celery, etc.

Mr. T. M. Beashor, one of our latest buyers, has his farm all fenced, and will have his house completed soon.

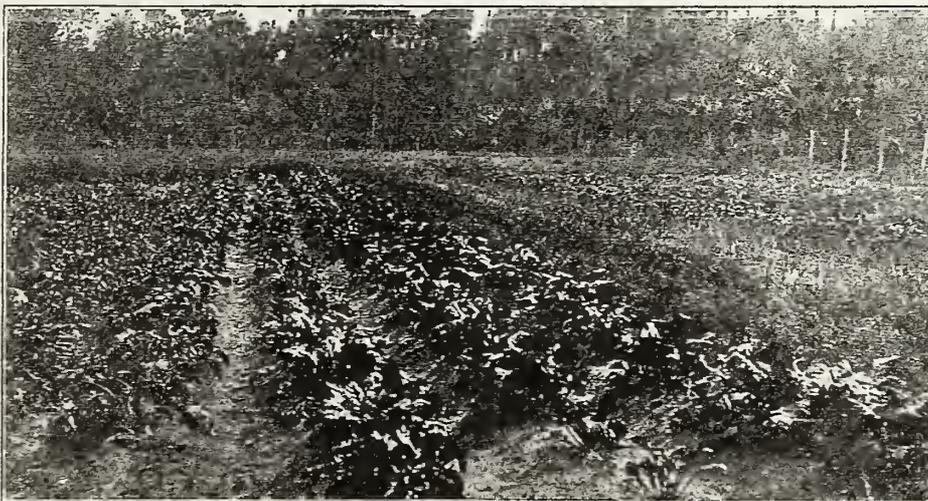
Mr. T. H. Gudgel, formerly of Indiana, has just completed the clearing of five acres of his land at Black Point.

Mr. F. C. Worges has two flowing wells on his place in Section 3, and one of the finest homes in the colony; also some of the finest hogs.

New Irish potatoes, received in St. Augustine from down the East Coast are meeting with ready sale at \$1.00 per peck, which means \$11.00 per barrel. Indications continue very good for extra high prices for our coming crop of potatoes.

Messrs. Gilbertson and Johnson have made splendid progress since they arrived in the colony about two months ago. They have their home nearly completed, their land fenced, and some good things to eat growing, such as water-melons, musk-melons, cabbage, beets, etc.

Messrs. D. M. Deen, C. F. Turner and J. F. Lambert had extra good luck on their fishing trip the other day. They brought home seventy-five fine red fin pike, and were fishing only four hours.



A growing field near Bunnell

Mr. John Henkle, of Oregon, is again "on the job," having returned from Dakota, where he spent the summer. He will have his ten acres all under cultivation by another fall. He is not farming this year, having rented his place to W. A. Mack, who has it planted to melons.

Mrs. C. C. Jordan is making her home very attractive with fine flower beds trimmed with broken brick set out in such shape as to make a pretty border. She also has one of the best gardens in Bunnell, and that is as it should be, for she is one of our hardest-working farmers and one of the biggest boosters of the colony. She not only tells people what can be done here, but will give them convincing proofs, if they visit her home, two and a half miles south of Bunnell.

Mr. Robert T. Cochran, wholesale potato dealer of New York, was in the city Wednesday. In company with Messrs. Lambert & Moody he drove over the farming section around Bunnell for the purpose of inspecting the potato crop. He expressed himself as being agreeably surprised at the number of acres planted to potatoes. He predicted big prices for the number ones this season.

The last brick in the Dixie Highway through St. Johns county was laid last Saturday morning, the event being celebrated by a barbecue and general good time for the construction crew, who have been working on the job for so long.

Laborers are now busy grading on each side of the brick preparatory to planting it to grass.

The Korona section of the Bunnell colony is one of the most progressive communities one could find. Everybody is busy clearing land, building houses, planting crops, getting ready to harvest the potato crop, planting orange groves, etc.

One of the progressive citizens of the Korona district has just finished planting ten acres to oranges and grapefruit. He expects to set ten acres to oranges and grapefruit each year for the next three years, which will give him a forty acre grove.

Mr. J. L. Council, one of Bunnell's most prosperous farmers, was married recently to Miss Annie Joy Groves, of Sebastian, Florida. As a wife was all that was lacking in John's life, we know that he is a happy and contented man now.

Mr. Council has thirty-five acres of potatoes that are most promising, and should yield him a "barrel" of money this year.

One of the best gardens in this section is that of Mrs. Franz, just west of town. She has almost everything in the vegetable line growing, such as young onions, green peas, lettuce, cabbage, beets and rhubarb.

BE READY TO START FOR BUNNELL ON APRIL 18TH.

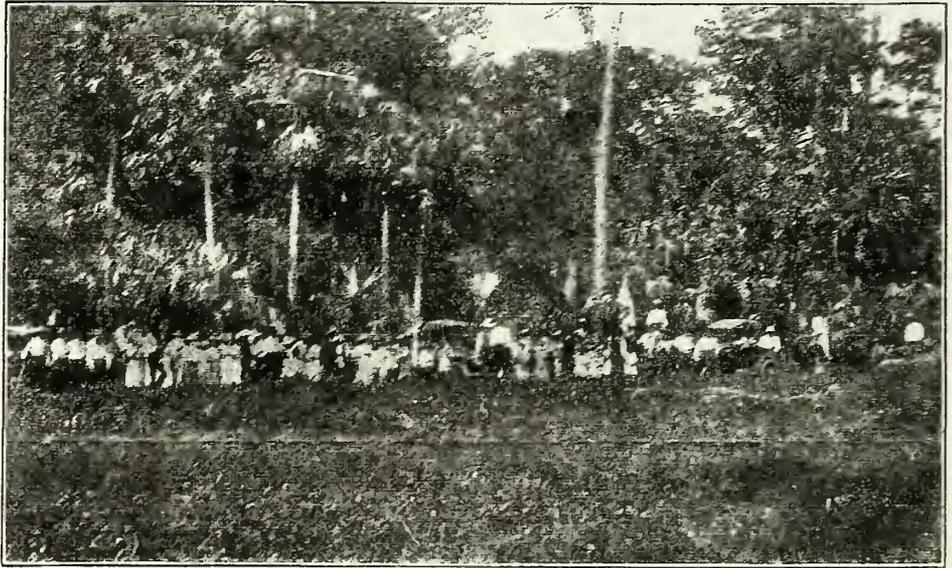
distributed by Bunnell Correspondent During the Month

Dr. F. L. Brown, one of St. Johns County's enthusiastic citizens, takes great pride in his garden patch, and well he may. He recently displayed a product of his garden which was a head of lettuce, measuring sixty-one and a half inches in circumference. It was in splendid condition, crisp, and sweet.

Mr. John Jones, of St. Johns Park, has bought the interest of Mr. P. S. Lechleitner in the Bunnell Garage and Auto Supply Co., the deal being made Wednesday of this week.

Mr. James Carnell, of Ormond, one of the most prominent Masons in the state, delivered an address on Masonry to the members of Bunnell Lodge No. 200 at their temple Tuesday evening.

Mr. A. Lambert was in town Wednesday with a load of fine strawberries, lettuce and cabbage, which met with ready sale.



Bunnell colony folks enjoying picnic East of Bunnell.



A Boggs Potato Grader at work.

The above picture of the Boggs potato grader will be of great interest to all those who contemplate growing potatoes on their Bunnell colony farms. You will note that the potatoes can be accurately graded into No. Ones, Twos, Threes and the Culls, and means the saving of a great deal of time when the potatoes have to be sorted. Such a machine will soon pay for itself, as one can readily see. Northern buyers will much more readily purchase potatoes that have gone through this grader, for they can be certain that every barrel will be uniform from top to bottom. A number of farmers near Bunnell have already ordered these machines.

Buyers are coming into Bunnell and purchasing land at quite a rapid rate these days. They are coming from Canada, from the east, the north and the west. They are delighted with conditions as they find them here, and are contracting for as much land as they feel able to carry.

The reports from the potato growers of this section are that they are still looking for a bumper crop, with exceptionally high prices. The farmers are hauling out their barrels and getting everything in readiness to harvest their crops when they mature.

The barrel factory is working full time, turning out about two hundred barrels daily. They have the factory storeroom and several other adjacent buildings full of barrels now. The farmers are requested to haul out at least half of the barrels they will need, so there will be room to store the barrels in the factory, as it will take hard work to manufacture enough barrels to hold the crop between now and the last of the shipping season.

Mr. John Buckles made a shipment of peas to New York Thursday. Mr. Buckles planted two acres to peas this season, from which he has picked at the rate of one hundred and fifty hampers to the acre. He reports the peas selling in New York at \$4.50 per hamper, which after deducting freight and commission, nets him \$3.50 per hamper, or \$525.00 per acre.

Mr. A. Lambert has been busy this winter supplying Bunnell with strawberries from his farm two and a half miles south of town. His first sales began in January, and he has several weeks yet before his vines stop bearing.



Glimpse of our beautiful Gore Lake. Picture taken by Mrs. W. H. Milliken, of Chicago, one of land owners. Mr. and Mrs. Milliken have 45 acres

BE READY TO START FOR BUNNELL ON APRIL 18TH.

AND STILL THEY COME.

These Words of Praise from Satisfied Land Buyers.



Mr. J. F. Alexander.

A Central Illinois Buyer Tells the Same Old Story, "I Found My Land Far Above My Expectations."

Your literature is no comparison to what I saw, during my recent trip to the Bunnell colony. I found the land all that has been claimed for it in the way of production, but the climate was what appealed to me most strongly. I had not been feeling the best in the world all winter, had no appetite and did not feel like working when I got to my office. However, I had not been at the "Halcyon" in Bunnell but a few days until I had such a ravenous appetite, I sometimes felt ashamed to eat so much.

Again, the congeniality of the people of Bunnell impressed me very favorably, and if the fates should so arrange my destiny that I should never meet those kind, whole-souled people again, they will ever have a verdant place in my memory.

In my conversation with one old settler in the community regarding the healthfulness of the country, I was greatly amused when he told me that they "had to kill a couple of desperadoes in order to start a graveyard, and didn't know now just where they were buried."

I certainly enjoyed my visit to the colony, found my land far above my expectations, and if the good Lord is willing (and I think He will be), I am going back next fall to spend the winter. I shall be glad to recommend the colony to everyone who is interested in securing a home there.

Respectfully yours,
J. F. ALEXANDER,
Illinois.

NEW JERSEY MAN TELLS OF HIS DELIGHTFUL VISIT TO BUNNELL.

I just returned from Bunnell, and found it very cold and snowing here. I wish I was back in Bunnell. It is the only place for me, and I will be there to stay next fall if nothing happens. My wife is very well pleased with the colony.

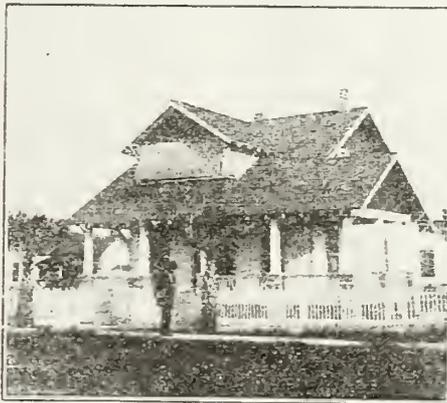
It would be impossible to tell all we saw there, for we found things fine. I am very well pleased with my Bunnell farm, and I would not take double the price I paid for it. I have started to get the land ready for planting next fall.

My friend, Mr. Kinney, who went with me to Bunnell, bought 20 acres, and is very well pleased with his farm. He will go down with me next fall and we will improve our two farms, and plant a crop.

It seems to me that the people here in the cold north are very foolish if they do not buy land in the Bunnell colony, for the soil there is easy to work and one can raise practically every kind of fruit and truck.

We liked the people very much in the colony.

EDWARD TITSWORTH, New Jersey



Residence of Mr. Whitaker, Station Agent of Bunnell.

FORMER MINNESOTA MAN COMPARES CONDITIONS IN BUNNELL COLONY WITH THOSE IN MINNESOTA, AND IS HAPPY TO BE IN SUNNY FLORIDA.

I want to write you a few lines and tell you how I like Florida and the country around Bunnell and Dupont. We certainly are well pleased here. We have been in the colony a little over a month, and have already made quite a good many improvements on our little tract of land in Section four, southwest of Bunnell. We have growing Irish and sweet potatoes, corn and different kinds of garden truck.

It is a wonderful change leaving behind the snow and ice of northern Minnesota, and after a few days' travel to be able to enjoy the balmy breezes and summer weather of sunny Florida. I

had a letter from Minnesota stating that they have four feet of snow and that it is 40 to 60 degrees below zero nearly every day, while here in the Bunnell-Dupont colony the weather is delightful all the time. I do not believe the climate at Bunnell could be beaten.

My idea of things here is that a man can do well on a small tract of land.

H. GILBERTSON, Bunnell, Florida

Has Lived in the Colony Three Years, and Never Expects to Live Elsewhere.

I have now been a resident of Bunnell since March, 1913. You do not have to ask me if I am favorably impressed with the outlook here, and whether I expect to make this my permanent home. Just go out on the Moody Road, east about one mile from town, and see if you think things there look durable. But for fear that you do not see the things there as I see them, I will make this assertion: I AM HERE TO STAY.

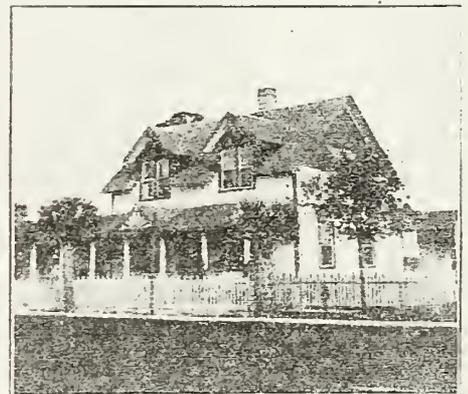
Yours very truly,
ED. JOHNSON, Bunnell, Florida

Another Bunnell Colony Man Who Has "Made Good," Tells What He Thinks of the Bunnell Colony.

In regard to Bunnell as a farming country, I think it is second to none, as everything I plant seems to grow and yield abundantly—in fact, it is hard to realize that there is such a country as this, where everything grows.

I am a Missourian by birth and, as you know, all people from Missouri have "to be shown." I have been here now almost four years, and I am convinced that this is the country for everyone who wants to farm—in fact, I have been "shown," and now I am here, settled for life. I own fifty acres of land and I value my farm at \$8,000.00, and I am not willing to sell at that. I believe you are doing a great deed when you let the people of the United States know about this wonderful farming country, so that they may move here and make farm life worth the living.

Yours very truly,
O. C. MOSBY, Bunnell, Florida



Newly-erected home of Mr. George Moody, brother of the President of the Bunnell Development Company.

BE READY TO START FOR BUNNELL ON APRIL 18TH.

THE CALLER AT THE BACK DOOR.—By Thomas A. Verdenius.

One day last fall I was sitting at my dining table thoroughly satisfied and contented. My family were with me, and lunch was just over. We were lingering at the table, happy in the pleasant interchange of thought, and loth to break up the charmed family circle.

Just then there came a timid tapping at the back door, and when I went to answer it I found an old man asking just for a bit of work to do—not charity, but WORK. His face was tanned by the summer's sun, his hat was discolored by the rain, and his clothes were shiny and worn. He carried a little bundle under his arm, and his timid, shrinking manner plainly told the story of being turned from innumerable doors with the same old story of no work to give him.

Somehow or other I felt that this was not merely an ordinary tramp, and I asked him to sit down on my steps and I would see if I could not find something for him to do. I asked the old man where he came from and why he was seeking work from door to door. He told me that he originally came from Vermont, that he had generally been able to obtain work throughout most of the year, in the lumber camps, on the farms, and elsewhere, but that this season the "times are so hard" he could find but little to do, no permanent work, although he asked to mow lawns, chop wood and do any sort of menial chores.

I set the man to work in my basement, sawing wood, and it did one's heart good to see his shoulders straighten, and the light of momentary happiness flit over his face, as he realized that here would be work, food and shelter for a few days at least.

When I asked this stranger his name his answer was simply "Tom," and as I looked at his face and bent form, I thought that the world seeing him go by, with his little bundle under his arm, would think of him, if they thought of him at all, as just another ordinary tramp. But the vision I had of this man was more than the tanned face, the old hat and the well-worn clothing. I seemed to see beyond all this—a sturdy, rugged youth, reared among the hills of old Vermont, a typical Yankee lad, learning to swing his axe, saw the giant trees in lumber camps, or working on one of the little farms.

On further conversation with Tom I found him to be a man who had read a great deal, a man who could talk intelligently. He had done no particular good in life, and no especial harm, excepting to himself, for he had failed to save his money when he had work, and so today he must wander from door to door, or from farm to farm, asking for any kind of employment and thankful for any shelter he may find at night.

I tried to show this man in my basement that there might still be better things in store for him, if he would but make a real, earnest effort to obtain them. "Oh, I realize my mistake," Tom replied, "I ought to have bought me a little farm years ago and settled down. I was making money, it came easy and it went easy, but I didn't think of old age, hard times and what it would mean to have to depend on others for every mouthful one has to eat."

How I wish that every reader of this story might have heard the old man as he told of the dollars thrown away, of the opportunities he had neglected, of the playmates and work-mates who have gone ahead of him in the race of life. For it was certainly a sermon worth listening to, down there in my basement, and one to set men and women thinking, who are now traveling the same road old Tom has taken.

Before the old fellow had left, I laid my hand on his shoulder, and I told him that he had done his work well indeed, and I begged him to see that life held something good for him still, to save his pennies, and to get a little piece of land, somehow, somewhere, where he might eventually have freedom from the worries he is now encountering.

It was only a simple incident in life, my coming in contact with this caller at my back door—just a few hours in my employ, and he was gone, like "ships that pass in the night," but when he had left, I began to moralize, and these truths of life loomed big in my mind. I realized more than ever what these hard times are meaning to the men out of work, and to the men who can find nothing to do, and I longed more than ever to help men and women find the solution to their difficulties.

Why need one be the man or woman at "the back door"? Is not one's heritage to the good things of life just as great as those of another? The "front door" to life's opportunities and possibilities may be yours, if you will but see the way and determine to enter in.

It may not be possible for you to ever be what the world deems a "rich" individual, but you may know the joy of independence—of being rich, abundantly rich—in the things that really make life worth while; a comfortable home, in an ideal climate, a home that will provide all of the necessities of life for you, and many of its luxuries; and you may be rich in warm friendships, good health and the knowledge that you are bringing up your children in clean, healthful environments.

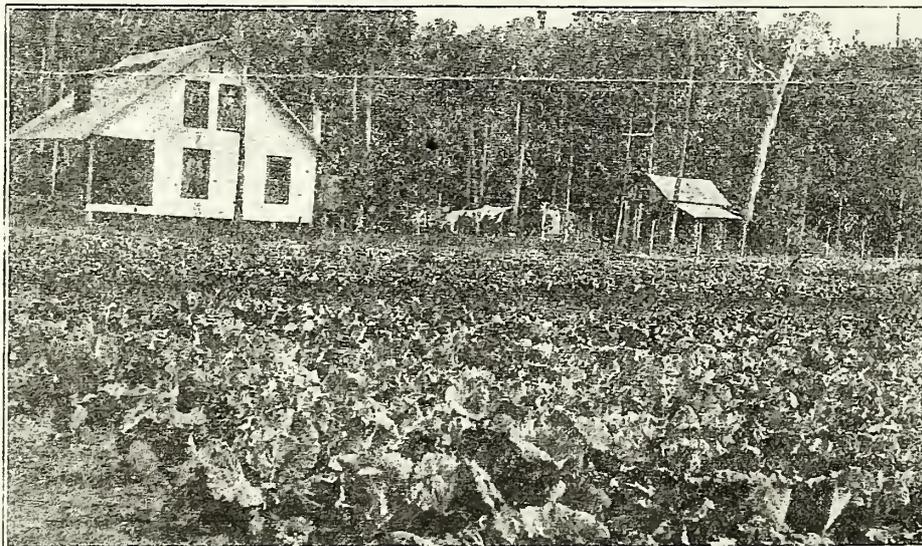
The possession of a bit of land can solve this problem of "hard times" for you, and the sooner you realize it, secure your little farm-home and begin making payments on it, the sooner will independence be yours.

In the city of Chicago small plots of ground on vacant lots are apportioned among many of the poor, and here you may find them tending their tiny gardens, endeavoring to regain lost health, or to help provide for hungry mouths, and happy in the thought that now there is at least something they can do. As I have watched them at their work, I have thought that just in this manner, only on a larger scale, might be solved the difficulties of thousands who are struggling against the odds of life.

With my utmost faith in the Bunnell colony, and because I KNOW what great opportunities are there for earnest men and women, I would say that here may be the spot where you may find a home for old age, and where you may be protected against the often-recurring, and ever-to-be-dreaded HARD TIMES.

It seems so needless, so sad, for anyone to have to look forward to a time when he will be but another "Caller at the back door." And especially is this sad when the hoary white of years is mantling his brow. For it is a dreadful thing, this growing old. It is hard to know that the flowers and the fruits of your youth have flown, and that the worm, the canker and the grief are yours alone. But it is a great deal harder to reach your old age without the ability to place your food in your mouth in an independent manner and to protect yourself from the rain and storm without accepting the shelter of another man's roof.

Make up your mind, all you who read, that this man who called at my back door is one of life's lessons sent to teach, and if you do not learn you will indeed be lucky if you do not end your existence as he is ending his.



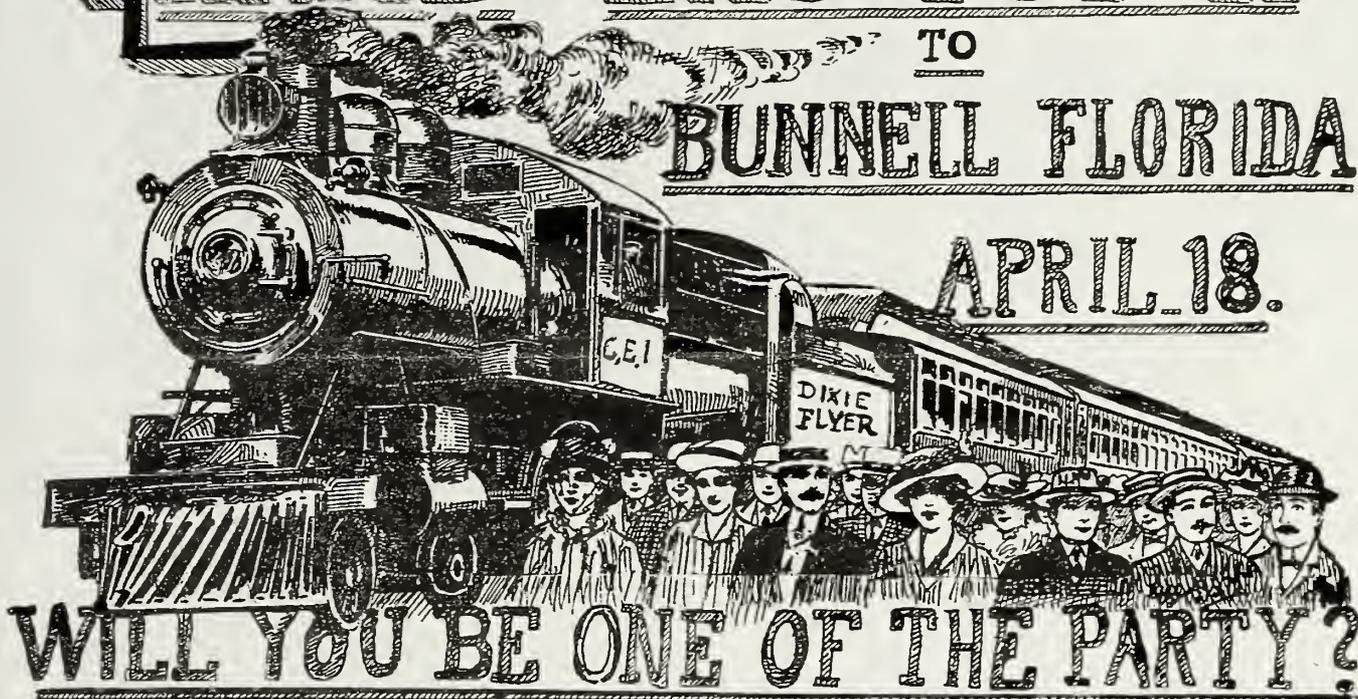
A prosperous farm-home near Bunnell. If you will provide yourself a little home like this, you need never fear being a caller at anyone's "back door."

GRAND EXCURSION

TO

BUNNELL FLORIDA

APRIL 18.



WILL YOU BE ONE OF THE PARTY?

I WANT YOU TO COME WITH ME ON THIS TRIP EVEN THOUGH YOU
may already have bought land in the Bunnell colony,
even though you may have visited Bunnell before;
even though you may have no thoughts of buying land
there. you can't afford to miss this opportunity

THE DIXIE FLYER LEAVES CHICAGO AT 10.25 PM.

tickets sold at reduced Prices. Round trip. Chicago to Bunnell # 41⁸⁹
For full particulars regarding this delightful trip see my article on page two
of this issue - "Come and See"
you've wanted to take this trip for years. Why not do it now?

DECIDE EARLY WHETHER YOU WILL GO. WRITE ME AT ONCE

ALL ON BOARD FOR BUNNELL.

THOS. A. VERDENIUS 108 So. La Salle St., CHICAGO ILLS

