

JOHN TAYLOR, FACTORY HAND, VS. OLD AGE

The following is a letter received from John Taylor; we thought it so far-reaching and of so great importance to the many who are in the same position today as John Taylor, that we decided it would be of interest to our readers, and therefore publish John Taylor's letter and our answer to the same.

The man who tills the soil or spends his days in the country gets into closer touch with the real and vital things of this life, for it is for him that the birds sing and the trees blossom and the seed sown in the well-plowed field ripens into golden grain. The man of the city will find the way to health and contentment through seed time and harvest:

Indian River Farms Co.,
Davenport, Iowa.

Dear Sirs:

Your letters and adv. matter recd. For your information I will state that I am a factory worker and have been for 30 years.

By dint of careful saving I have been able to rear a family and have accumulated \$2500 in the savings bank. This is a nest egg we intended to place in a home. Now, I realize that I am not as able to work now as I was when I first went into the factory. It is inevitable that soon some younger man will take my place. What then? If I have a house and lot paid for I do not have to pay rent, 'tis true. But what about the living for the family?

I should not write you regarding this except that there are literally thousands here in the city situated as I am. I want you to tell me candidly and frankly whether you believe that I would better purchase an Indian River Farm and whether you honestly believe, if I put \$2500 into one of your ten-acre tracts, that is, in purchase price and improvements, that it will make my family and myself a living and a home in our old age. Do not answer me without giving the matter your careful consideration, as this is a matter of great importance to hundreds of others as well as myself.

The best I can figure from what information I can gather is that I should in five years have an income of no less than \$1200 per year and that I could reasonably expect this income to increase until it reached \$3000 or +\$4000 per annum. Am I right? If I am, the problem of thousands of mechanics is solved.

We desire to so arrange that our old age can be spent amid peace and plenty. We can hardly hope for more. What we are looking for is just enough to live comfortably on. I see the men who were in the factory when I came let out every day and younger men take their places. Some of them are janitors, some street sweepers, some more mow lawns in the summer time and shovel snow in the winter. This is what we want to guard against. The question is how? Your proposition looks good; maybe it's the solution. I hope so.

Please answer fully.

JNO. TAYLOR.

To John Taylor, Factory Hand:

You are today thinking as thousands of other men in your position in life are thinking; they see the handwriting on the wall. Younger men are coming forward to take their places. It is not going to be long until you are not needed in that factory.

But as you say you have raised a family and have accumulated by careful savings \$2500, which you call your nest egg and which you say you intended to place in a home. I say to you, "Place it in a home," but make the home in a country which is beautiful to live in, where the sun shines a greater percentage of the 365 days in the year than it does in any other section of the country. Where you can be outdoors without your coat on in the winter time just the same as you can in the summer time. Where the birds sing to you and the roses talk to you with their fragrance.

You say you realize that you are not as able to work now as you were

country I am talking to you about you will not have any of that to contend with, for there are no winters, no great barren country to cross, no Indians to fight; it is only a matter of hours in getting to this country—not a matter of weeks and weeks. It is a country that is within less than sixty hours of seventy-five millions of the hundred millions of people who live in the United States, and on account of its close proximity to this great population and to these great markets it is termed The Winter Garden of America, for it's the section of the United States which is to be depended upon for the growing of citrus fruits the orange and the grape fruit, for in that country is grown the brightest, juiciest, sweetest, thinnest skinned orange in the world, and in its grape fruit industry it has no competition elsewhere in the United States.

It was just a few years ago that grape fruit was practically unknown,

egg plant, and I could go on and enumerate hundreds of things which we place in these northern markets at the time of year when they command an immense big price.

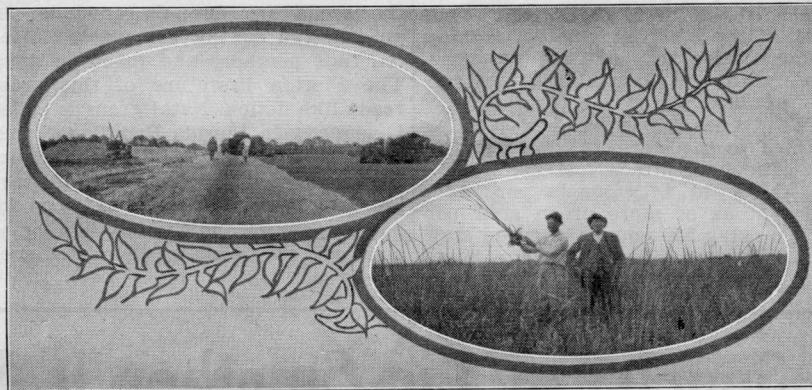
Knowing all these things, John Taylor, don't you think that I can say to you, candidly and frankly, that you should purchase an Indian River Farm of ten acres? This would cost you on an average of \$700, for our lands range in price from \$50 to \$100 per acre, and I am taking the general average; that would leave you \$1800 to build your home and develop your acreage. With the balance you can start in and build a little cottage which would be suitable for you to start with, for about \$500. You understand, of course, that we don't need to build against the cold, consequently the majority of people just starting in don't plaster their cottages. We don't need any expensive heating apparatus and building materials are much cheaper than in the north, therefore the cost of building is very much lower here.

You could build a few outbuildings suited for you to start with, fence your lands, get them cleared, plowed and ready for cultivation; you could set a few acres the first year to orange and grape fruit, using the balance of your land and in between the trees for trucking purposes for producing tomatoes, potatoes, lettuce, celery, etc., for these northern people when they are willing to pay you a big price for them. Then each year you can continue to add to your grove until you have practically all of the ten acres set to oranges and grape fruit and various other tropical fruits.

These will start to bear for you and the fourth year enough for them to pay for themselves; the fifth year they will start to pay you and each year they will get better, paying you more and more, and in a few years I think you can be independent, for it is not unreasonable to expect your grove to pay you not less than \$300 and from that up to \$1000 per acre per year after full bearing.

The high cost of living today can be attributed mostly to the few people producing; too many of us are consumers, too few of us are producers.

In conclusion, I say to you, John Taylor, for health, wealth and happiness, go to the farm in the country whereof I speak.



when you first went into the factory; you mean that you are not able to do the factory work. How many years do you suppose you can put on to your life by going into the country I am telling you about, where you can be outdoors practically all the time, where you can enjoy that which Nature intended you to enjoy, where it won't be a constant, steady grind from seven in the morning until six at night every day and Sunday, but where you will be your own boss.

Years ago, away back in 1849, there was a gold excitement in California. California at that time was practically a barren waste; men got the gold craze, they started across this immense country in a prairie schooner; they knew when they started that they would have to contend with all kinds of hardships and would have to fight Indians every step of the road, but they had the nerve and the qualifications to win. They eventually got there, and in a little over a half century these men and their descendants have built up a marvelous country, artificially—it was not naturally a beautiful country. It has all been made through the efforts of man, the man with the energy and the "stickum," the man who was capable of putting up with a lot of hardships, but in the

but today is becoming universally used. There are millions and millions of acres of land in the United States upon which to grow apples; comparatively speaking there are but a very few acres on which to grow oranges and grape fruit and this acreage is never going to increase; this country is not only suited to the growing of citrus fruits, it is a cattle, hog, poultry and dairy country.

Cattle have green pasture twelve months in the year and no hard winters to stand, therefore no occasion for their running off in the winter time all the fat they have accumulated in the summer time. An immense tonnage of forage crops can be produced per acre on account of the 365 growing days in the year, but that is not all. When this northern country is frozen up, and the people are hungry for fresh vegetables, we place before them, beginning about Christmas time, potatoes, tomatoes, cucumbers, strawberries, lettuce, celery, peppers,

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