



### RURAL LIFE AS EDUCATOR

Six Months of Country School Equal to Nine Months in the City.

(By Miss Lillian Gilbert)

Friday, August 13, the Virginia Farmers' Institute closed its nineteenth annual session, after having held one of the most interesting and largely-attended conventions in its history.

The social spirit among those present was splendid. Farmers were there with their whole families, making the journey through the country in cars. The little tots running around made it seem more home like.

There were many splendid speeches, but the outstanding features of the program were the addresses by Dr. G. W. Dyer, of Vanderbilt University; and that by Mr. Aaron Sapiro, of San Francisco, Calif.

The writer thought these two addresses of so much importance that an effort was made to get together some of the best points for the county papers. Dr. Dyer's talk was along the lines of the decadence of American standards of living under the influence of city civilization. Dr. Dyer was born and bred on a farm in Henry County, Va. Of late years he has lived in the city and knows the story from experiences and observations.

The following taken from the Roanoke Times gives the fundamentals of his speech. The Times says that he recalled the glory of the old days—fifty to one hundred years ago—when our young nation was led by the real American leadership of good and great men who grew up in the country. He spoke of Washington, and Lee, and Jackson, and Lincoln—the great founders of American Democracy—and drew a contrast with many present-day leaders with their demoralized consciences warped by politics and city rearing.

With the application of steam to industrial manufacture, Dr. Dyer said there came a complete social revolution, caused by the migration of country people to the towns and cities.

With the crowding of towns was born, said Dr. Dyer, a greed for wealth, a demoralization of society, which has led to big business in the divorce courts and a very serious interference with American home-life.

Dr. Dyer said that society in the cities is a hollow and dead thing—all sham and with no real hospitality at its root.

He stated further that all education now is a city-made plan of education that is ruinous, because it does not know how to discriminate; and along this line he stated that the country boy and girl do not have an equal chance with the city boy and girl under the present system of standards for college entrance. Personally, Dr. Dyer said, he would credit any child that worked in the country with six months' school attendance as equal to nine months in the city. He said the education that the country child had in doing things worth while and in understanding nature was an education far more valuable to him as a character-builder than the extra three months in the city school could possibly be.

The industrial problems of the day, Dr. Dyer said, are city-born problems because of the fact that the city laborer strikes for the bigger pay and shorter hours, which the farmer never can do, and the farmer is feeding the people of the city and keeping alive its industries.

The solution, Dr. Dyer said, will not be found in the city standards, but in the standards of the country, where there are no slackers; where each man, woman and child is a producer that gives his life to accomplishment.

With clear and forceful delivery, Dr. Dyer spoke at length along this line, and the applause that followed him as he left the platform was tremendous.

Mr. Sapiro's speech was a remarkable one along the lines of "The Development and Progress of Co-Operative Marketing in the United States." Mr. Sapiro spoke of the wonderful success of the California Fruit Growers' Association; also success with other commodities—eggs, for instance. He told how by this method eggs were shipped to New York, Philadelphia and other points. Mr. Sapiro said that Virginia was geographically an ideal State for co-operative marketing.

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At the session of the Potomac Baptist Association held at Purcellville August 16-17 the following resolution was unanimously adopted:

Resolved, That we, the Potomac Baptist Association, assembled at Purcellville, Loudoun County, Va., do most heartily, and by our unanimous vote, endorse Rev. David Hepburn, superintendent of the Anti-Saloon League of Virginia, as a high-toned Christian gentleman and a Gospel minister worthy of the confidence and respect of all who love the great truth as taught by Jesus Christ.

### A CORRECTION

To whom this may concern:

I will endeavor to notify the well-thinking and broad-minded people of Manassas and vicinity of the damaging and falsifying attack on me concerning the little Tucker girl, who died on the street on the 19th instant.

I never knew that a death had occurred until the inquest had been held and a man came to my barber shop and told me that they were going to move the remains of this girl to my morgue. I told him to take the child home to its mother; that was the place for it, as the death was from natural causes and not accidental, and the mother would send for the undertaker to prepare the body for burial.

There was a doubt as to the actual death of the child at that time; and if there is a doubt as to death, or suspended animation, or even death by natural causes on the highways, the place to send the remains is to its home, especially that of a child. The undertaker's morgue is for accidental and mutilated cases.

I told this man who said that they were going to move the body to take it home to its mother. I don't know what he told his associates, but there has been a report disseminated by those of my race whose characteristics and low, degraded principles are to wreck and pull down anyone of their race who tries to live a decent life, conducts a business and endeavors to be a respectable citizen.

I was not asked to take charge of the remains of this girl at all. All the information I got was that they were going to move the body to my place. I took it for granted that they whom this informant was talking about were ready to move the body, and I told them to carry it home. Home was the place for it—home with its mother. No fair-minded person would want his child who dropped dead on the street to be locked up in some undertaker's morgue when there was doubt as to its death. My instructions to the man in this matter were in good faith and was the right way. The expense and monetary part of it never entered my mind and was not discussed. If this little girl's people were not able to defray the expenses, there is a provision made in such cases to pay these expenses, and I don't need any dictation from anyone how to conduct myself or my profession; and if those who made themselves so conspicuous as to intentionally injure me by making public that infamous lie that they circulated concerning me in connection with this death should watch themselves and not condemn others who have higher ideals of life and who would not stoop that low to pull off such a raw deal to injure anyone, they would be better off.

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RECORD OF TWO VETERANS

Made by Ewell Camp—Both Were Cross of Honor.

At the request of the Ewell Camp Confederate Veterans mention is now made of the records and services of the following comrades who have passed on to their great reward:

George Whitfield Nutt, enlisted May 5, 1861, in Company A, Fourth Virginia Cavalry and served to the time of the surrender. He was captured at Fairfax Court House early in the war, paroled, and later was captured again and was a prisoner at the close of the war.

The cavalry regiment in which Comrade Nutt served was known as the Prince William Cavalry. Some of the ladies of Prince William County presented it with the colors which were carried throughout the war and are now in the custody of Mrs. Margaret Barbour.

John L. Meetze, enlisted February 10, 1861, as private in Company K, Thirteenth Regiment, South Carolina Volunteers, Grigg's Brigade, Johnson's Army. He was honorably discharged at Greensboro, N. C., on the 25th day of April, 1865.

Both of these comrades were members of Ewell Camp, and they both wore the bronze cross of honor issued by the United Daughters of the Confederacy. The material for these sketches was largely derived from the information submitted when the cross was awarded.

HAYMARKET

The summer is proving to be very much of a "home-coming" one, and it is a pleasure to have so many of our old residents and friends with us again. Among the more recent arrivals are Mr. and Mrs. Emmett White and little daughter, of Gary, Ind.; the Rev. and Mrs. Joe T. Carter, of Clarksville, W. Va.; Mr. and Mrs. W. H. Shirley and baby daughter, of Panama.

Mrs. Oakly Walter and children are spending this week at their former home, near Linden.

Mr. and Mrs. William Bell and Mrs. Willie Moore Jordan are at Atlantic City.

What promises to be quite a social event on Tuesday of next week is the church bazaar to be held at the parish hall, which will open at 4 o'clock and continue throughout the afternoon and evening. At 8 o'clock a children's play will be given. Numerous pretty and useful articles will be displayed at the various booths, including housekeepers' supplies and toilet accessories. Ice cream, candy and cake will be on sale. A special attraction for children in the order of a "grab bag" has been arranged, and will no doubt be enjoyed by some of the "grown-ups" as well.

Mrs. C. D. S. Clarkson and daughters, Misses Cordelia and Helen, have returned from a visit to Newport News.

Mrs. A. R. G. Bass has recently returned from a visit to Staunton.

Miss Lucy Mason, of the Virginia League of Women Voters, made a most interesting address at the parish hall on Saturday afternoon of last week. It is to be regretted that so few could be present at the meeting, and it is hoped that another date can be arranged and that the women will be able to attend more fully.

ALL-DAY MEETING AT MIDLAND

A Lovely Day Brings Out Large Attendance to Gathering.

On Sunday, August 20, there assembled at the United Brethren Church of Midland a crowd of people from three counties at least, including Methodists and others. There was everything favorable to the success of such a meeting—a lovely day, a lot of well-behaved people, a short song service; then the preaching was fine, from Rev. D. T. Gregory, president Shenandoah Collegiate Institute, Layton, Va., formerly of Dayton, Ohio. His text was from Acts 1:8. At the noon hour came the feast that was spread with a liberal hand, and drinks that no one could be ashamed of, spread on tables prepared for the occasion, under the spacious oaks that nature has provided for our comfort these hot days. The afternoon service was similar, including song service and a quartette by Messrs. Skelton, Gregory, Armstrong and Bell, and prayer by Mr. D. P. Bell, sermon by Rev. Mr. Gregory from Acts 6:33, and the solo by the latter entitled "Mother's Prayers Have Followed Me." The meeting seemed to have been enjoyed by all. Lastly, let me speak of the pastor of the church, who was the leader of the meeting, who, by the way, is very popular with the young and old, as he is a good preacher and a genial, educated gentleman, laboring in his way for the good of all the people with whom he is associated. As our conference is near at hand, we are very anxious for our accounts to be settled up in time, so as to have a clean record, and of course have him returned to this Prince William charge another year. You may expect to hear from me again in the future. B.

—Mr. and Mrs. H. Thornton Davies entertained a party of young people at their home last night in honor of the fifteenth birthday of H. Thornton Davies, Jr. Young Hawes, as he is generally known, is extremely popular with the younger set in town, and all present united in wishing him more happy birthday anniversaries.

RESOLUTIONS OF RESPECT

Whereas, It has pleased Almighty God in His infinite wisdom to remove from our midst our beloved friend, Charles Edward Skinner, who departed this life on August 16, 1922, at the ripe age of 71 years and at the summit of his usefulness; be it therefore

Resolved, That the community has sustained a great loss; that each and every member of this association offer to his memory a loving tribute of keen appreciation for the inestimable influence that emanated from him during his long and useful career as gallant Confederate soldier, teacher, friend, neighbor and citizen, and that we extend to his bereaved family our most sincere and heartfelt sympathy in this their hour of sorrow. Be it further

Resolved, That this resolution be published in The Manassas Journal, a copy spread on our records and a copy be sent to his family.

The Hickory Grove School Alumni Association.

BAILEY TYLER, W. L. GARDNER, T. RAMSAY TAYLOR, Committee.

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The public is hereby notified that I, Hugh B. Hutchison, have sold to Edgar H. Hammond, of Quantico, Va., my drug store at Quantico, Va., to be effective September 1, 1922, and will not be responsible for any bills contracted for said store on and after September 1, 1922, but said Hammond is authorized to continue said business under the name and style of the Quantico Drug Company.

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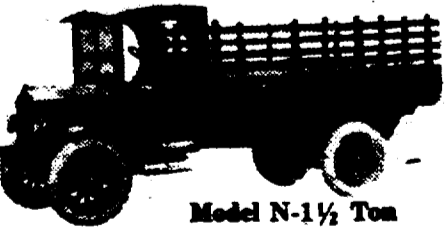
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**KOPP**  
 The community was very much shocked upon hearing of the death of Miss Mamie Liming, of Joplin, on Saturday night. Miss Liming had been in failing health for several months. Funeral services were held at Forest Hill M. E. Church, Rev Mr. Johnson, of Quantico, conducting the services. Interment was made in the family cemetery near Joplin.  
 Miss Mary Carter, who is attending the Fredericksburg Normal, spent the week-end as the guest of Mrs. H. L. Tubbs.  
 Mrs. Laura Murphy, of Washington, is spending several days with her sister-in-law, Miss Mary Murphy.  
 Mrs. Mollie Knight, of Baltimore, is the guest of her cousin, Miss Bertha Woolfenden.  
 Miss L. M. Norman recently returned from a visit with friends in the Canova neighborhood.  
 Mr. Golden Carter, of Washington, accompanied by a friend, motored to the home of Mr. and Mrs. J. S. Storke last week.  
 Miss Kathryn DeWitt made a business trip to Manassas Friday.  
 Mr. and Mrs. J. S. Storke and daughter, Miss Virginia, called at the home of Mr. and Mrs. P. M. Cole Sunday.  
 Mr. H. H. Holmes, of Manassas, was the guest of Miss L. M. Norman Sunday.  
 Miss Clive Woolfenden returned to her home Saturday, after having spent a month with relatives in Washington and Baltimore.  
 Do not forget the services at Bellhaven Baptist Church the first Sunday in September at 11 o'clock.

**THORNTON**  
 Miss Georgie Jones, Miss Lucy Jones, Mr. Jim Watson, Mr. Carlton Timmons and Mr. Dick Watson motored to Reese's Park Saturday night. All reported a good time.  
 Mr. and Mrs. George Florence were guests of Mrs. Kringsberg Sunday.  
 Mr. T. I. Cole has returned home from a visit to relatives and friends in Alexandria. He reported a good time.  
 The farmers are busy in this vicinity threshing wheat. Wheat has been threshed at the following farms: Messrs. Gardner's, Watson's Kringsberg's, Randall's and Taylor's.  
 Miss Florence Gardner and Master Martin Kringsberg were guests over night of the Misses Jones, Georgie and Lucy.  
 Mrs. C. W. Kringsberg has recently returned home from Louisville, Ky., where she visited Mr. Kringsberg, who has been on the sick list. Mrs. Kringsberg is a half-sister to the late Mrs. J. C. Poore.  
 Mr. W. Golden Carter, of the District of Columbia, was a visitor in this vicinity Sunday. He was a guest of Mr. and Mrs. J. S. Storke and Mrs. C. W. Kringsberg, his cousins.  
 Mrs. George Jones and little daughter, Martha, also Mrs. A. Ursula Kringsberg, were guests of Mrs. Archie Beavers Tuesday and Wednesday, near Buckhall. They also visited Mrs. Cornwell and family and Mrs. Tom Jones and family.

**CHERRY HILL**  
 L. B. Oertley, justice of the peace, was called to Occoquan Monday, where he was to hear the testimony of two occupants in an automobile accident. Both machines were badly damaged, the occupants escaping with slight injuries.  
 Mr. Robert Bailey, of Neabco, is spending a few days with his son and daughter-in-law, Mr. and Mrs. Fred Bailey.  
 Mr. Oscar Busbey has purchased the store and its stock formerly owned by Mr. G. E. Soutter.  
 A son was born to Mr. and Mrs. E. O. Wigglesworth, Jr., last Saturday morning.  
 Mrs. John Carrol, of Indian Head, Md., is visiting her sons and daughters.

The State highway trucks have done considerable damage to the Cherry Hill road. Recently they consigned two car loads of gravel to Cherry Hill for the State road, and the five-ton trucks used in hauling this material broke down a number of the wooden culverts, besides other damage. These trucks should not be allowed to operate over ordinary dirt roads. The people through their organization, the Cherry Hill Good Roads Association, have worked faithfully in the past three years to get a passable road, and it is not fair to those who have contributed more than \$3,000 for this purpose to have their work destroyed. The general location of the road with its heavy hills and sharp curves prohibits the use of such heavy vehicles.

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 Your soils are deficient in plant food and if you are not using commercial Fertilizer to feed the plants, you are farming on the wrong basis and losing money every day. **Royster's Fertilizers** are scientifically prepared to meet just such emergency. **Royster's Fertilizers** have stood the field test for forty years.  
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 —a gift of lasting charm and practical too—one she will be proud to use in her own home. The name behind a gift from this establishment heralds its beauty and insures its quality.  
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 Little Chick Scratch Feed, Poultry Cracked Corn  
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is not always an easy task. In these times when the public is clamoring for something cheaper, it's a great temptation for merchants to cheapen their products. We have always refused to do this for the quality here must be kept up. We buy only the best and sell only the best—and at prices that are consistent with a standard quality. Selling only meats we have no "baits" to throw out. Our only inducement for you to buy is: Quality plus Service and Sanitation. Our steadily increasing patronage warrants us in our belief to fight along this line and not be tempted to resort to the line of the least resistance. Your children will receive every kind attention here. May we serve you?

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**SMITHFIELD**

The weather for several days has been cooler, and the busy housekeepers are engaged in saving fruit and vegetables of all kinds for winter use. The prospect seems good for a bountiful winter. Fine crops of corn are general throughout our section.

Mr. and Mrs. Kerby Rainey, Mr. and Mrs. Elvan Keys and little Miss Ruby Lynn, of Dumfries, called on relatives here Sunday.

Mrs. Sarah Seaton, who has been visiting her mother, Mrs. Barnes, and other relatives, has returned to her home in Washington.

Miss Anna Sides, of Bethel, has been spending quite a visit at the Lunsford home.

Miss Iola Kincheloe celebrated her twelfth birthday on Monday, August 14. She was the recipient of a number of pretty and useful presents.

The girls' sewing and bread-making club met at Smithfield school on Tuesday, August 15.

Vacation time will soon be over, and school will soon begin. Summer is almost gone. Already there is a touch of autumn in the air. Almost everybody has a loving spot in their heart for "The good old summer time," and hates to see it go. Keep singing and gathering golden-rod, for every season brings its joy.

Mr. and Mrs. J. H. Holmes and little daughter, Lois, were guests of Mr. Holmes' uncle, Mr. T. R. Holmes, of Canova, Saturday night.

The marriage of Mr. Willie Kincheloe and Miss Mae Payne, both of Quantico, was quite a surprise in the Smithfield neighborhood. Their many friends wish them a long, happy and prosperous married life.

The community was sorry to hear of the death of Miss Mamie Lining, of Joplin.

Mrs. O. L. Keys and children have returned to their home at Potomac, after visiting relatives here for several days.

Mr. and Mrs. Willie Kincheloe, of Quantico, recently visited at the home of Mr. A. J. Kincheloe.

Mrs. J. S. Lunsford has returned home after attending the Primitive Baptist Association at Summerduck, Fauquier County. She reports a grand time.

Miss Hazel Lunsford is visiting friends in Richmond.

**CLIFTON**

The Sunday morning service was not much better attended than usual, although the most prevalent excuse of its being too hot was entirely gone, the weather having changed over night to extreme cold for the month of August. Rev. D. H. McCloud preached an excellent sermon.

Miss Augusta Robey is quite ill at her home in the village.

Mrs. Lewis Robey, who has been quite ill, is reported to be improving.

Mrs. Josh and Wyck Buckley returned Friday from a visit in Charleston, W. Va.

Misses Mary and Ruth Quigg spent a part of last week in Washington.

Mr. Tilden Mathews has purchased a new truck.

Mr. and Mrs. D. Leroy Rittenhouse, of Norristown, visited relatives in Clifton on Saturday and Sunday.

Misses Ruth and Helen Quigg, with Messrs. Paul and Walter Quigg, left Wednesday for a trip to Wilmington and Philadelphia.

Mr. M. D. Hall, superintendent of schools, Mr. John DeBell, trustee for Centerville District, and Dr. Caton, county health director, visited the school properties in Centerville District last Thursday.

Some much-needed repairs are being made to Clifton school property.

Messrs. H. F. Myers, D. W. Buckley and Mrs. M. E. Quigg have been recommended as a committee to look after school affairs here.

**BUCKHALL**

"I know not what the truth may be, I tell it as 'twas told to me."

Master Teddy Koonz came down from Edgewood, Md., Wednesday for a visit at the Chandler home.

Mr. Weaver is moving into his property recently purchased of Mr. H. M. Robinson. Mr. G. C. Evans, of Manassas, has been making some repairs on Mr. Weaver's residence.

Mr. Arthur Raymond recently sold Mr. McCoy a tract of timber, which is being cut into pulp wood.

Mrs. W. J. Jasper and aunt, Miss McDonald, visited Mrs. Walter Jasper at Limstrong Tuesday.

Mr. M. J. Hottle, of Manassas, was putting a railing around the Smallwood Cemetery lot one day last week.

Mr. and Mrs. W. B. Winslow and Mr. and Mrs. Anton Lund were callers at the Chandler home last Sunday afternoon.

Mr. W. J. Jasper and family spent Monday evening at the home of Mr. and Mrs. W. B. Winslow.

Messrs. Goe and Baker, of Manassas, were callers at Mr. F. C. Chandler's Sunday.

Mr. H. H. Chandler has returned home after a visit to his daughter, Mrs. Frank Goe, of Manassas.

Several persons from this locality attended Mr. Young's sale, near Bradley, this week.

A Mr. Dougherty, of West Virginia, was here looking at Mr. Cline's farm one day last week with a view to buying it.

The Methodist Ladies of Buckhall will give a social on the church grounds next Saturday night, August 26. Ice cream will be sold and the "Buckhall Breeses" read. Everybody invited. Come and have a good laugh.

**BRENTSVILLE**

A large crowd attended the auction sale at "Walnut Ridge Dairy Farm" this week.

News has been received here announcing the arrival of a small son at the home of Mr. and Mrs. Elmer Landes, of Washington.

Mr. W. E. Varner and sons, William and Frank, spent a few days in Luray this week.

Mr. and Mrs. John Seymour, Mr. Ervin Wade and son, Ermine, and Mr. J. D. Springer motored to New Market recently.

Mr. Paul Cooksey and family spent several days last week in Occoquan and neighboring points.

The ladies of the Brentsville Kensington will meet at the home of Mrs. Hinton Earhart on Thursday, August 31. The ladies are asked to respond to roll call with any suitable quotation or reading.

Quite a large number attended the meeting of the Farmers' Union last Tuesday night. Plans for the Community Fair were discussed. The date for the fair is September 22.

The premium lists are being published, and it is hoped that the people of the community will be interested and give us their support.

**NIGHT BUSINESS CLASS—MANASSAS HIGH SCHOOL**

If a class of fifteen is secured by September 1, 1922, courses in Short-hand, Bookkeeping, Typewriting, Spelling and Penmanship will be given at the High School on Monday, Wednesday and Friday nights from 7:30 to 9:30. Tuition, \$5 a month. Applicants will register with the Principal or with the Clerk of the School Board or with Miss W. Myers, instructor of the class. 11-18

In the Clerk's office of the Circuit Court of the County of Prince William on the 8th day of August, 1922.

**JOHN HILL CARTER, Plaintiff,**  
 Against  
**ANN RANDOLPH DULANEY, Defendant.**

The object of this suit is to have partition or sale of the 122-acre farm on the pike between Haymarket and Thoroughfare, in Gainesville District, Prince William County, Va., adjoining said road, Southern Railway Company et al., and described by metes and bounds in deed book 34, page 614, in clerk's office of said county, and to have an accounting of the timber, rent and fire insurance moneys collected by said defendant and for general relief.

And an affidavit having been made and filed that the defendant is not resident of the State of Virginia, it is ordered that she do appear within ten days after due publication hereof, and do what may be necessary to protect her interest in this suit. And it is further ordered that a copy hereof be published once a week for four successive weeks in The Manassas Journal, a newspaper published in the county of Prince William, and that a copy be posted at the front door of the court house of this county on or before the 21st day of August, 1922, that being the next succeeding rule day after this order was entered.

A copy—teste:  
 GEO. G. TYLER, Clerk.  
 By his deputy clerk,  
 L. LEDMAN.  
 H. Thornton Davies, p. c.

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5 Pass. Touring (small) \$24-\$26  
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Best Double Texture Material  
 Guaranteed Two Years

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 REFRIGERATORS and COLD STORAGE ROOMS THAT ARE S.U.P.E.R.I.O.R.  
 Write for catalogue  
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Check This List and Bring It In With You:

Lotion, Toilet Water, Talcum Powder, Soap, Camphor Ice, Face Powder, Traveling Kits, First-aid Kits, Fountain Pens, Lunch Kits, Cigars

And while you are away send us your Kodak films. We will have them developed and printed, ready for your return Kodaks, Thermos Bottles, Stationery, Cold Cream, Shaving

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 "THE REXALL STORE"

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The Fordson substitutes motors for muscles.  
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 The Fordson takes the burden off flesh and blood and puts it on steel.  
 It allows the farmer's energy to be devoted to management, and not merely to operation. It gives him time. It cuts his producing costs.  
 There's a big story of savings made possible by the Fordson. Let us tell you. Write, phone or call.

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## FERTILIZER FOR THE FARMER

Always the Highest Quality --- Always the Lowest Price

Direct from the Factory to the Farmer

Absolutely Independent of Combinations at Home and Abroad

Read Bulletin No. 177, July, 1922, of the Department of Agriculture of the State of Virginia, and you will find that tests of my various brands of fertilizers from samples drawn by the official inspector of the department (and NOT from samples furnished by me) were found to run uniformly higher than the reported tests of all other factories. Of all the tests from my cars of Acid Phosphate 16 per cent, drawn by the Department of Agriculture, the lowest found was 17.95 per cent. Naturally I am very proud of the fact that my fertilizers last spring ran higher in quality than those of any other factory reported in the July Bulletin, No. 177.

Therefore, the high quality of my fertilizers has been officially proven and established. Not one ounce of sludge Acid used in any of my Acid Phosphate. Not one ounce of tobacco stems used in any of my mixed fertilizers. The mechanical condition of my fertilizers is second to none. My stocks are large; I am prepared to fill all orders promptly.

As an evidence of the low prices I am prepared to make farmers I offer in car lots of fifteen tons or over, delivered at any station in this county, in 167-pound bags—

**\$13.00** ACID PHOSPHATE SIXTEEN PER CENT **\$13.00**  
Thirteen Dollars Per Ton

**\$21.00** 2-9-2 Two-Nine-Two 2-9-2 **\$21.00**  
Twenty-one Dollars Per Ton

AND ALL OTHER GRADES AT PROPORTIONATE PRICES

TERMS CASH WITH ORDER—OR DRAFT BILL OF LADING ATTACHED  
I HAVE NO OTHER TERMS ON FERTILIZER

Should I for any reason at any time between this date and November 1, 1922, name lower prices than the above to any party or person I will refund to you such reduction if you buy of me. Therefore, you may buy of me in absolute confidence of being protected in the quality of your fertilizers and in the prices thereof.

Last spring I saved the farmers who bought of me from two dollars to four dollars per ton in the costs of their fertilizers. This season I am naming you lower prices than you can secure from any other source, and I intend to take care of the farmer. Don't you feel that I am entitled to your business? Don't you think you should help the man who is helping you?

DIRECT FROM THE FACTORY TO THE FARM

**R. S. Cochran :: The Plains, Va.**