

READ FERTILIZER CO.



Read and Reflect

WE OFFER you this book for two reasons: First, to advertise our goods. Second, for your benefit also.

Please read carefully all that we say, and then, to get the greatest benefit, use our goods, and prove to your entire satisfaction that what we say is true.

The within testimonials are voluntary and original. Should you want testimony from any particular section regarding the merits of our goods, write us and we will refer you to parties with whom you can correspond. We invite your correspondence, and will promptly answer all inquiries.

D. H. FOSTER



100 S. Clinton St.
SYRACUSE, N. Y.

The Read —Fertilizers

STAND AT THE FRONT—

BECAUSE their intrinsic qualities place them there. They are made from the Best Material, in the BEST POSSIBLE condition, and in proportions giving the Greatest Agricultural Value.

REASONS WHY YOU SHOULD USE READ FERTILIZERS:

THEY INSURE.....

A QUICK GROWTH.✿
A HEALTHY CROP.✿
AN EARLY MATURITY.✿
AN ABUNDANT HARVEST.✿
AN ENRICHED SOIL.✿
A CONTENTED FARMER.✿

IF READ FERTILIZERS are not represented in your town, write us for prices.

Yours truly,

D. H. FOSTER,
100 SOUTH CLINTON STREET,
SYRACUSE, N. Y.

....Introductory~

A *AGAIN* we come with our Annual Circular for 1898, with greetings to the American Farmers. During the year just closed are recorded better values for nearly all farm products than have been known for several years previous. Wheat, the great bread grain of the civilized nations, is now hovering around the dollar mark, and the farmers of the United States seem to have been especially favored the past year with a bountiful crop, all of which gives new courage to the farming classes, and enthuses new life and energy into nearly every conceivable branch of business.

Wheat is not alone in its upward march to a higher level. It is taking with it all other cereals—in fact, nearly all of the products of the farm.

We, with hosts of others, believe “the turn in the lane” has been reached, and that we are now entering upon such an era of prosperity for the American Republic as has seldom been known.

Trusting that at the close of this year farmers will have harvested larger crops and sold them at better prices than for years past, we are,

Yours respectfully,

Read Fertilizer Co.

D. H. FOSTER.

...MATERIALS...



 OUR Ammoniates are derived from Nitrate of Soda, Sulphate of Ammonia, Bone, Blood, and Meat, and are combined scientifically so as to give the plant continuous nourishment throughout its various stages. Phosphoric Acid is a very necessary element in a complete plant food. This is also found largely in Bone, Animal Tankage, and Phosphatic Guanos, and is equally as valuable from one source as another, if it be soluble and available. The cereals all require a large amount of Phosphoric Acid.

Potash, an element overlooked by many manufacturers, and yet so ESSENTIAL to the fullest development of all plant life, particularly the cereals and all vegetables, is found principally in the mines at Stassfurt, Germany. It comes in the form of Muriate of Potash and Sulphate of Potash. There are various grades of Sulphate. The high grades are used in the READ FERTILIZERS. THE READ FERTILIZER CO. are pioneers in adding large amounts of Potash to their brands, which has made them favorites with modern farmers.

COMPLETE FERTILIZERS.

Complete fertilizers must contain three elements—namely, Ammonia, Phosphoric Acid, and Potash. These elements may vary in their proportions, which may be governed by the quality of the soil and kind of crop you wish to grow. To use any one of these elements alone is not economy, but is detrimental in many respects. Vegetable life, like animal life, must be fed according to its actual needs.

These elements may be combined under various formulæ. The kind and quality of soil and crop you wish to grow should govern to a great extent the formulæ required. To use one of these elements alone is using a one-sided plant food ration, and is not economy. On the contrary, it is to a large extent injurious, as both the other elements are impoverished at the expense of adding the one.

Hence, to grow plants to fullest development, a correctly balanced fertilizer should be used. Vegetable life, like animal life, to attain its best must be supplied with its actual needs in shape of proper plant food. It has also been conceded that one pound of concentrated plant food from chemicals is equal to two pounds of concentrated plant food from stable manure—that is, in producing power. We do not wish to say that stable manure is not needed. Stable manure, or green crops plowed under, produce mechanical changes which chemical manures cannot effect, as well as adding *humus* to the soil.

The Read Fertilizers are formulated in correct proportions, ground extra fine, and are all in available condition, which insures quick and vigorous growth, early maturity, and a largely increased yield in the crop. Our guarantee is on every package, and we

point with pride to the official analyses of our brands as given by the Experiment Stations in the several States where we do business. If you will take the trouble to trace the official reports for years past, you will note that the Read Brands are equal to and above our *guaranteed* analyses.

The following are our leading brands with guaranteed analyses :

READ'S STANDARD.

Nitrogen	.83 to	1.00	per cent
Equal to Ammonia ...	1.00	"	2.00 "
Sol. Phos. Acid.....	6.50	"	7.00 "
Rev. Phos. Acid.....	1.50	"	2.00 "
Avail. Phos Acid.....	8.00	"	10.00 "
Total Phos. Acid.....	9.00	"	11.00 "
Eql. to Bone Phos. of Lime	22.00	"	24.00 "
Potash K_2O	4.00	"	5.00 "
Equal to Sul. of Potash....	7.40	"	8.00 "

This brand is a general favorite for *all crops*, vegetable or grain, on all soils, and is moderate in price. Do not get other "standards" confounded with Read's. Remember in this brand you are getting 4 per cent. actual Potash, which element is largely deficient in all soils, and in many brands of fertilizer.

VEGETABLE, FRUIT AND VINE.

Nitrogen.....	1.65 to	2.00	per cent.
Equal to Ammonia.....	2.00	"	3.00 "
Sol. Phos. Acid.....	4.00	"	5.00 "
Rev Phos. Acid	2.00	"	3.00 "
Avail. Phos acid.....	6.00	"	7.00 "
Total Phos. Acid.....	7.00	"	8.00 "
Eql. to Bone Phos. of Lime	14.00	"	16.00 "
Potash K_2O	8.00	"	10.00 "
Equal to Sul. of Potash ...	14.80	"	18.40 "

The large amount of Potash combined with Phosphoric Acid and Ammonia in this brand commends itself for growing potatoes, turnips, beets, cabbages, etc. It is an excellent fertilizer for grain and clover; also for all kinds of fruits.

BONE, FISH AND POTASH.

Nitrogen.....	2.47 to	3.00 per cent.
Equal to Ammonia.....	3.00 "	4.00 "
Sol. Phos. Acid.....	2 50 "	3.00 "
Rev. Phos. Acid ..	1.50 "	2.00 "
Avail. Phos. Acid.....	4 00 "	5.00 "
Total Phos. Acid.....	5.00 "	7.00 "
Eql. to Bone Phos. of Lime	12.00 "	14.00 "
Potash K_2O	4 00 "	6.00 "
Equal to Sul. of Potash...	7.40 "	8.00 "

Market gardeners and others will find in this brand a formula that will quickly grow superior crops of fine vegetables for early markets. The Ammoniates are readily soluble, insuring rapid growth.

PRACTICAL POTATO SPECIAL.

Nitrogen	.83 to	1.00 per cent.
Equal to Ammonia.....	1.00 "	2.00 "
Sol. Phos. Acid	2 50 "	3.00 "
Rev. Phos. Acid	1 50 "	2.00 "
Avail. Phos. Acid	4.00 "	5.00 "
Total Phos. Acid ..	5.00 "	7.00 "
Eql. to Bone Phos. of Lime	11.00 "	15.00 "
Potash K_2O	8.00 "	10.00 "
Equal to Sul. of Potash...	14.80 "	18.40 "

Potatoes and many other vegetable crops are large feeders on Potash. You have in this brand a "practical" fertilizer, complete in formula, yet moderate in price.

We would advise caution in applying this brand, especially on potatoes. It should not come in direct contact with the potato seed, as it is a very strong concentrated fertilizer. Practical Potato Special is equally economical in growing celery and onions. We have several customers using it on these crops exclusively, and speak volumes in its praise. In a practical test against four competing brands it took first place.

HIGH GRADE FARMER'S FRIEND.

Nitrogen	3.80 to	4.00 per cent.
Equal to Ammonia	4.00 "	5.00 "
Sol. Phos. Acid	3.00 "	4.00 "
Rev. Phos. Acid.....	1.00 "	2.00 "
Available Phos. Acid.....	5.00 "	6.00 "
Total Phos. Acid	6.00 "	7.00 "
Eq. to Bone Phos. of Lime	13.00 "	15.00 "
Potash K_2O	10.00 "	12.00 "
Equal to Sul. of Potash...	18.40 "	22.50 "

We have received many testimonials from large market gardeners in favor of this brand; also from tobacco growers. This is a "strictly" High Grade Fertilizer, made from choicest materials, and will meet the demand for an extra high-grade fertilizer. Try it.

SAMSON BRAND.

Nitrogen.....	1.65 to	2.00 per cent.
Equal to Ammonia... ..	2.00 "	3.00 "
Sol. Phos. Acid.....	4.00 "	5.00 "
Rev. Phos. Acid	2.00 "	3.00 "
Avail. Phos. Acid ..	6.00 "	7.00 "
Total Phos. Acid.....	7.00 "	9.00 "
Eq. to Bone Phos. of Lime	15.00 "	17.00 "
Potash K_2O ..	4.00 "	5.00 "
Equal to Sul. of Potash...	7.40 "	8.80 "

This new brand has given splendid results in many sections, and is fast coming to the front. Give it a trial.

It will be found equally valuable in growing general farm crops, as its formula is adapted to supply the actual deficiencies of plant food in almost all soils.

SURE CATCH.

Sol. Phos. Acid.	4.00 to	5.00 per cent.
Rev. Phos. Acid.....	2.00 "	3.00 "
Avail. Phos. Acid	6.00 "	7.00 "
Total Phos. Acid.....	7.00 "	9.00 "
Eq. to Bone Phos. of Lime	16.00 "	20.00 "
Potash K_2O	4.00 "	6.00 "
Equal to Sul. of Potash...	3.80 "	5.40 "

Sure Catch is a very popular brand in many sections as a "seeding down" fertilizer. The large percentage of potash that it contains will work wonders in growing a crop of clover.

POTATO MANURE.

Nitrogen	2.47 to	3.00 per cent.
Equal to Ammonia.....	3.00 "	4.00 "
Sol. Phos. Acid	5.00 "	6.00 "
Rev. Phos. Acid	2.00 "	3.00 "
Avail. Phos. Acid.....	7.00 "	8.00 "
Total Phos. Acid.....	8.00 "	10.00 "
Eq. to Bone Phos. of Lime	18.00 "	20.00 "
Potash K_2O	10.00 "	12.00 "
Equal to Sul. of Potash...	18.40 "	22.50 "

Our Potato Manure Brand will certainly meet the demands of our most "intense" farmers and market gardeners. No use to look for a better all-around formula for forcing vegetables. You cannot find it.

Try it; get the *best*, and you will continue to use it.

GROUND BONE.

Nitrogen.....	2.50 to	3.00 per cent.
Equal to Ammonia.....	3.00 "	4.00 "
Total Phos. Acid.....	22.00 "	26.00 "
Eq. to Bone Phos. of Lime	44.00 "	52.00 "

LEADER GUANO.

Nitrogen.....	.88 to	1.00 per cent.
Equal to Ammonia...	1.00 "	2.00 "
Soluble Phosphoric Acid...	5.50 "	6.00 "
Reverted Phosphoric Acid..	1.50 "	2.00 "
Avail. Phos. Acid.....	7.00 "	8.00 "
Total Phos. Acid	8.00 "	10.00 "
Eql. to Bone Phos. of Lime	18.00 "	22.00 "
Potash K_2O	2.00 "	3.00 "
Equal to Sul. of Potash...	3.80 "	5.40 "

This is a complete fertilizer of correct proportions, made from same material as other brands, and is becoming very popular as a grain grower. We recommend it especially for Spring grains, such as oats, buckwheat, millet, etc.

FARMER'S FRIEND.

Nitrogen.....	2.10 to	2.15 per cent.
Equal to Ammonia.....	2.50 "	3.00 "
Sol. Phos. Acid.....	6.50 "	7.00 "
Rev. Phos. Acid ...	2.50 "	3.00 "
Avail. Phos. Acid.....	9.00 "	11.00 "
Total Phos. Acid.	10.00 "	12.00 "
Eql. to Bone Phos. of Lime	24.00 "	28.00 "
Potash K_2O	2.00 "	3.00 "
Equal to Sul of Potash...	3.80 "	5.40 "

This brand needs no introduction; its analysis speaks for itself. As a general grain grower it is unexcelled.

Farmer's Friend Brand has been on the market for many years, and has a host of fast friends. It is indeed the farmer's friend, and just the brand to use on heavy, cold soils, and cannot be excelled as a general cereal fertilizer.

WHEAT AND RYE SPECIAL.

Nitrogen.....	1.65 to	2.00	per cent.
Equal to Ammonia.	2.00	3.00	"
Sol. Phos. Acid.....	5.50	6.00	"
Rev Phos. Acid	2.50	3.00	"
Avail. Phos. Acid.....	8.00	9.00	"
Total Phos. Acid.....	9.00	11.00	"
Eql. to Bone Phos. of Lime	22.00	26.00	"
Potash K_2O	4.00	5.00	"
Equal to Sul. of Potash..	7.40	8.80	"

We call this a special fertilizer for wheat and rye because its formula conforms more closely to the needs of these crops than any other brand. It has sufficient Ammonia for any soil, and large percentages of Phosphoric Acid and Potash (Actual). Wheat growers of New York State are using large quantities of this brand. Its liberal use will insure a seeding of grass.

NEW YORK STATE.

Nitrogen.....	1.23 to	1.50	per cent.
Equal to Ammonia.....	1.50	2.00	"
Avail. Phos. Acid	9.00	11.00	"
Total Phos. Acid.....	10.00	12.00	"
Eql. to Bone Phos. of Lime	22.00	26.00	"
Potash K_2O	2.00	3.00	"
Equal to Sul. of Potash...	3.80	5.40	"

New York State is used extensively in some sections where a medium, ammoniated fertilizer with a large percentage of Phosphoric Acid is required, and gives large returns and entire satisfaction. It is made from the same choice materials as our other regular brands. The name does not signify that this brand is confined to New York State. It is also much used in other localities.

BONE AND POTASH.

Sol. Phos. acid.....	7.50 to	8.00	per cent.
Rev. Phos. Acid.....	2.50	3.00	"
Avail. Phos. Acid.....	10.00	12.00	"
Total Phos. Acid.....	12.00	14.00	"
Eq. to Bone Phos. of Lime	24.00	26.00	"
Potash K_2O	3.00	4.00	"
Equal to Sul. of Potash...	5.60	7.40	"

On soils rich in nitrogen and in connection with stable manure, this brand can be used and obtain good results, especially in growing wheat and other grains.

Many of our customers who have rich muck soils that furnish sufficient nitrogen, are using this brand year after year in growing Spring grains, and say that it just meets the requirements. Many heavy yields of oats and barley are reported grown by "*Bone and Potash.*"

DISSOLVED BONE.

Sol. Phos. Acid ..	9.00 to	10.00	per cent.
Rev. Phos. Acid.....	3.00	4.00	"
Avail. Phos. Acid	12.00	14.00	"
Total Phos. Acid.....	14.00	16.00	"
Eq. to Bone Phos. of Lime	24.00	28.00	"

In addition to the foregoing brands we have special fertilizers, the analyses of which space will not permit us to give, but we will cheerfully furnish the same upon application:

Viz.:

- Read's Acid Phosphate, (all grades.)
- " Strawberry Special.
- " Lawn Dressing for fine lawns.
- " Top Dressing.
- " Pea and Bean Special.
- " Grape Special.
- " Fruit Tree Special.
- " Sugar Beet Special.

We also carry a full line of agricultural chemicals, viz.: Nitrate of Soda, Sulphate of Ammonia, Dried Blood, Tankage (Bone and Meat), Muriate of Potash, Sulphate of Potash, Double Manure Salts, Sylvinit, Kasnit, etc.

We believe most of our customers will find among our many brands, formulæ that will suit their needs and trade. We can, however, compound any special brand required. Many prominent farmers have experimented in buying materials and mixing at home, but after repeated trials have found it more economical and convenient to purchase their fertilizers, scientifically compounded, machinery mixed and ground fine, thus making the plant food more available.

HOW MUCH FERTILIZER TO USE.

To know this it is necessary to know as near as we may the amount of plant food removed from the soil by an average crop, at the same time remembering that we should aim to improve the land from year to year. The following table, compiled from good authority, gives the approximate amounts in pounds of Phosphoric Acid, Nitrogen, and Potash contained in one ton of 2,000 pounds of the plants named:

CROPS.	Ash.	Potash.	Phos. Acid.	Nitro- gen.
	Lbs.	Lbs.	Lbs.	Lbs.
Wheat.....	38.	12.	18.4	42.
“ Straw...	100.	12.2	3.2	7.
Oat.....	58.	21.7	12.1	33.
“ Straw.....	108.	22.3	4.5	9.4
Barley.....	44.	9.4	14.6	32.
“ Straw....	134.	26.	6.4	12.
Corn.....	30.	11.4	13.4	32.
“ Stalks....	100.	36.	8.	4.
Peas (Pod)....	54.	24.5	17.6	26.
“ Straw....	124.	27.	8.5	26.
Onions.....	94.	29.	17.4	32.
Beans.....	72.	30.6	25.	75.
Potatoes.....	86.	43.	15.	8.4
Beets.....	94.	24.	10.5	4.6
Clover.....	136.	43.	12.4	39.
Cabbage.....	113.	33.	16.	7.3
Carrots.....	104.	52.	18.4	5.5
Tobacco (Leaf)..	325.	108.	24.7	69.6
Buckwheat (Straw & Grain)	147.	68.	26.	52.
Hops (Cones)...		56.8	23.7	123.
Turnips.....		8.2	3.5	5.2

Jan payout \$ 8
5 collar button 3

We herewith publish a few of many testimonials received in favor of the **Read Fertilizers**. We would be pleased to publish all that we have, would space permit. Should any wish for further testimonials regarding this Fertilizer, write us and we will cheerfully furnish them.

Cayuga Co., N. Y., Oct. 1, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—Have used Read Fertilizer for several years upon my farm, both on spring and fall grain, and always found it reliable and fully satisfactory. Cheerfully recommend its use to all farmers who desire a *first-class* article.

Respectfully,

DEXTER WHEELER.

Cayuga Co., N. Y., Oct. 1, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I have been using Read Fertilizers for ten years or more, and find them uniformly reliable. We had 760 bushels of wheat this year from twenty acres by an application of 250 lbs. per acre of the Farmer's Friend. Will continue their use as long as they give as favorable results as at present.

Very truly yours,

ELISHA COOK.

Lewis Co., N. Y., Sept. 24, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I have used Read's Fertilizers for several years with the best of results. I sold over thirty tons to my neighbors the past season, and they will use no other, as they consider them the best goods on the market for the money they cost.

Yours truly,

CHARLES JOHNSON.

Schoharie Co., N. Y. Sept. 23, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—During the past season I have sold two carloads of the Read Fertilizers in this vicinity, and since the crops have been harvested I have asked many of my customers what they thought of the fertilizers, and almost without an exception the reply has been, "They are the best I have ever used."

I can truthfully say that all my customers are well satisfied with the Read Fertilizers, and they and many others will want them next year.

Yours truly,

C. G. PAYNE.

Monroe Co., N. Y., Sept. 27, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—In relation to your Fertilizer, permit me to say that I have been selling your different brands of Phosphate for the past ten years here in the towns of Webster and Penfield. Have sold and delivered this year for Spring and Fall use, direct to farmers, 150 tons, with strong competition by all other companies.

Read's goods have given universal satisfaction. Their goods have always been kept up to their guarantee, and I have customers who have stayed with us and bought our goods continually during this whole time. Farmers always feel safe in buying goods of your agent at Webster. Good goods at reasonable prices is our motto.

LE ROY SHARP, Agt.

Rensselaer Co., N. Y., Sept. 22, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I have sold a large quantity of the Read Fertilizers in the past five years. The universal opinion of my many customers is that your goods stand without an equal. My trade has been steadily increased each year.

Wishing you and the Read Fertilizers continued success, I am, Yours respectfully,

EGBERT DE FREEST.

Tompkins Co., N. Y., Sept. 4, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I wish to inform you that I have grown the largest yield of wheat, by using Read's Practical Potato Special Fertilizer, of any farmer in the Empire State. From $\frac{1}{2}$ acre I threshed 30 bushels of Carmen's variety, No. 6.

Yours truly,

W. J. NIXON.

Cattaraugus Co., N. Y., Oct. 7, 1897.

Mr. D. H. Foster.

Dear Sir—I have now sold your Read Fertilizers for the past three years. My customers are all entirely satisfied, and believe that Read's Standard cannot be equalled for an all-around fertilizer.

Mr. James Dutcher, Ashford, N. Y., says Read's Standard gave a much larger yield of oats than did B—— goods in fair trial. Many of my customers have the best corn and oat crops harvested this season in Ashford and Otto. My sales are increasing, and will have much larger trade in

1898.

Yours truly,

HENRY PLOGER.

EXPERIENCE A SAFE TEACHER.

Chemung Co., N. Y., Oct. 23, 1897.

Dear Sir—I have used the Read Fertilizers for the past ten years, and have tried other kinds, but consider Read's the best and cheapest for my use. I use it largely on celery, onion, and cabbage, and on many other garden crops.

E. ORVIS.

Jefferson Co., N. Y., Nov. 9, 1897.

I have both used and sold the Read Fertilizers for the past five years, and in this neighborhood the Read Standard has come to be considered the best for all crops, as well as the best value for the price of any make, and far superior to any other make at the same price. I expect to double last year's sales this year.

WM. E. WOOD.

Orange Co., N. Y., Oct. 29, 1897.

Dear Sir—In reply to your request for testimonial, would say as follows: Having used and sold fertilizers for the past eleven years, I consider Read's the leader here, having used eight different brands. Read's Fertilizer is the best.

Yours,

W. J. CLARK.

Genesee Co., N. Y., Sept., 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I have used the Read Fertilizers for several years, and have always found them good and reliable, drill well, and give good results.

Yours truly,

C. D. SILLIMAN.

SUPERIOR TO ALL BRANDS.

I used Read's Fertilizer for the first time this year and am well pleased. I find them superior to other brands sold here.

HERBERT MACHAM,

St. Lawrence Co., N. Y.

Onondaga Co., N. Y., Oct. 26, 1896.

D. H. Foster, Syracuse, N. Y.

Dear Sir—I have used the Vegetable and Vine Fertilizer, manufactured by the Read Fertilizer Co., on a field of cabbage, with splendid results. I never grew as big a crop of cabbage before.

I can recommend the Read Fertilizers for strength and lasting qualities.

H. S. HULBURT.

Erie Co., N. Y., Oct. 4, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I have used Read's Standard Fertilizer on wheat, rye, oats, and corn this season, and find them as good as any I ever used.

Yours truly,

D. H. BAUER.

COMPETITORS KNOCKED OUT.

Delaware Co., N. Y., Oct. 26, 1897.

Dear Sir—For several years I have used in growing my crops the Knickerbocker, Oneonta, Crocker and several other kinds of fertilizer. Last year I purchased of Mr. Nelson, Read's Standard and Practical Potato Special, and on a practical test I am prepared to say that the Read goods for the money are the best I ever used.

W. L. KNAPP.

Tompkins Co., N. Y., Oct. 31, 1897.

Dear Sir—I am well pleased with the results from the Read's Fertilizers the past year, and am happy to report the most gratifying results from my customers. All speak in the highest terms of them.

Yours respectfully,

G. K. DOUGHTY.

ANOTHER LARGE YIELD OF OATS.

Chenango Co., N. Y., Oct. 25, 1897.

Dear Sir—I am very much pleased with the Read Phosphate. Have sold about one carload and it has given universal satisfaction. I raised from three acres of ground 183 bushels of oats and they weighed 39 pounds to the bushel.

S. L. CHAPEL.

Dauphin Co., Pa., Oct. 30, 1897.

Dear Sir—Last Spring I used Read's Farmer's Friend and Standard on my corn. We experienced one of the driest seasons we had for years, but my corn kept green all the time and the result was a good crop of corn. Had we had a good growing season, it would have been a heavy job to harvest the corn. The ears were well filled out to the tips and were sound. I am satisfied with the large percentage of Potash in your goods. It counteracted the droughts. My corn-stalks kept green up to the time of cutting.

Yours truly,

JAMES EBY.

Tioga Co., Pa., Oct. 2, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I have used Read's Fertilizers for the past five years—the Standard brand on oats and rye—and I harvest a third more in the same field by using it. I have used the Leader on buckwheat, and get as much grain again where I use it.

E. W. CLOSE.

Erie Co., Pa., Nov. 6, 1897.

Dear Sir—I take pleasure in recommending your fertilizers, which I have used for the past few years, and I will not use any other as long as I can get the Read Brands.

J. P. WAY.

Dauphin Co., Pa., Aug. 21, 1897.

D. H. Foster, Esq., Syracuse, N. Y.

Dear Sir—I will want about $4\frac{1}{2}$ tons of fertilizer this year. I find I cannot get an article which gives as good all-around satisfaction. When I reach home I will consult my son as to the brand wanted and the amount, and send you the order.

Very respectfully,

H. C. GREENEWALT.

Preble Co., Ohio, Sept. 21, 1897.

Mr. D. H. Foster.

Dear Sir—I have sold the Read Fertilizers for the past three years. Some of the farmers think they cannot raise a crop of wheat without Read's Standard. Although Read's Fertilizers are a new thing in this part of the country, yet they are gaining ground each year and soon will be our principal fertilizer. I have also used them myself for three years, and find them to be one of the best in the market for all kinds of crops. We use them freely on all our vegetables, and for wheat I have never used better goods.

Yours truly,

JOHN S. HAPNER.

Ashtabula Co., Ohio, Sept. 30, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I have used your Standard, bought of your agent, J. E. Difford, on oats with good results. I buy the Standard because it is high in Potash, and Potash is what I want.

Yours truly,

JAMES KELLY.

Ashtabula Co., Ohio, Sept. 30, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I have used your Farmer's Friend, bought of your agent, J. E. Difford, on corn and wheat, and think it is ahead of any I have ever used.

Respectfully yours,

LEVI PLUMLEY.

Stark Co., Ohio, Oct. 4, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—We have used and sold Read's Fertilizers for nine years, and we must say this brand cannot be beat. We have been using the Alkaline Bone mostly for wheat and grass. We have sold to several parties who have been trying some other brand with it on wheat, and in every case the Read brand gave the best results.

WARTMAN & MOTZ.

Ashtabula Co., Ohio, Sept. 30, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I have sold Read Fertilizers, and also used the same, for the past five years with entire satisfaction in every case, and think it is the best on the market.

Respectfully yours,

J. E. DIFFORD.

Lorain Co., Ohio, Oct. 29, 1897.

Dear Sir—I used some of your fertilizer on my oats and am satisfied that it made me a much better crop than I could have had without. I planted thirteen acres of corn last year without fertilizer, and this year I planted one-half of the same field and got more and better corn than from the whole last year.

Yours truly,

J. B. PRATT.

Belknap Co., N. H., Oct. 23, 1897.

Your letter received, and in reply will say that your goods have been on trial and have stood the test. All are satisfied and pronounce them as good as any, and some have obtained very much better results when tested with other kinds of fertilizers. An acre seeded to grass with one-half ton of Vegetable and Vine produced enough more hay to more than pay the cost of fertilizer, compared with another acre in same piece, side by side, where one-half ton of Bradley & Co.'s goods were used. The Potato Special has proved to be all you claimed for it. The Fish, Bone and Potash has proved to be the most popular brand, and did exceedingly well in this section this season.

Yours truly,

T. O. TAYLOR.

**FROM AN EMINENT AGRICULTURAL
WRITER AND PRACTICAL FARMER.**

Belknap Co., N. H., June 22, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I am pleased to state that the analysis of your chemicals was entirely satisfactory, and I am pleased to have dealt with an honorable firm. I expect to ask your rates on a larger lot next season.

Very truly yours,

PROF. J. W. SANBURN.

Aroostook Co., Me., Oct. 4, 1897.

Dear Sir—I have sold and used your fertilizer for the last two years, and I can say I have had better results with them than with any other I have ever used.

JOHN SMITH.

Oxford Co., Me., Sept. 28, 1897.

Dear Sir—I have used fertilizers for a number of years. The last two years I have used the Read's. The goods are superior to any other I ever used. They carry the crop through to the end of the season. Shall continue to use the Read goods.

J. C. DEARBORN.

Sullivan Co., N. H., Oct. 26, 1897.

Dear Sir—The Read Fertilizers really do "stand at the front" in comparison to all other fertilizers I have ever used, and I have used more than a dozen different kinds. Since using the Standard I have not failed to harvest heavier crops of corn than ever before, while it is equally good for other crops. My neighbors who have used it have all been satisfied with the results.

Very truly yours,

W. H. CHILD.

Grafton Co., N. H., Oct. 10, 1897.

Dear Sir—I can with pleasure recommend the Read Fertilizers to my brother farmers. Being strong in Potash, it is what we farmers want. I shall use and sell more the coming season, as the goods have given the best of satisfaction.

Yours truly,

C. H. HOIT.

Hillsboro Co., N. H., Sept. 24, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I used your Standard Brand for ensilage corn this season, 600 pounds on 2 acres, and had a fine crop. I had 35 tons of ensilage. I shall use Read's next season. It is a very light and dry fertilizer, going further than many other brands.

Respectfully,

FRANK C. GRIMES.

VALUABLE TESTIMONY FROM A PRACTICAL FARMER.

Amesbury, Mass., March 13, 1897.

Mr. D. H. Foster.

Dear Sir—I have used the Read Fertilizers for several years and in large quantities. In '95 I bought some 47 tons, in '96 some 65 tons, and this year shall probably buy to the amount of 75 to 90 tons. This would seem evidence enough that I consider your fertilizers equal to any made, and I can recommend them as strong, lasting, and reliable. I have raised over 1,000 bushels of onions per acre where I got only 400 to 800 bushels on same land with other fertilizers; and 260 bushels potatoes per acre average in a field of 7 acres, and 25 tons of cabbage per acre over a field of 7 acres, on your fertilizers, without other manure.

I believe the liberal use of high grade fertilizers to be more economical to the market farmer than stable manures, and have found that 6 cords of manure to the acre cost **more for labor alone** than the commercial fertilizer costs to buy.

LEMUEL O. HATCH.

Worcester Co., Mass., Sept. 20, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I retained but a small part of the fertilizers you sent me. What I did sell gave good satisfaction. I used some 10 tons on grounds and lawn and the results were beyond my expectations, although the season has been very favorable to lawns. We could see that the fertilizers gave it a very forward start. I put down lawns the last of April and they were cut three times before July, which surpassed all lawns I ever put down, and I have been in the business ten years. Perhaps I may have to give you a call next year.

Respectfully yours,

JOHN S. MEAD.

Berkshire Co., Mass., Sept. 20, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—This is to certify that I have used Read's Phosphate upon corn, potatoes, and oats, and think it equal to any phosphate I have ever used. I also find, when used upon potatoes, that they are smooth and nice and free from rot. I consider it a valuable fertilizer.

JOHN CROSBY.

Caledonia Co., Vt., July 15, 1897.

Dear Sir—In the spring of '94 I bought 1,300 pounds of Leader Guano of your agent, Perry Potter, and sowed it on four acres of broke-up ground, sowing Indian wheat on the same. I harvested the grain and threshed 175 bushels, and as much as 25 bushels shelled in drawing in, as it was very dry. I have used the Standard with excellent results. I consider Read's Phosphate as good as anything I ever used, and I have used about all brands of phosphate, using about two tons each season. The above land was poor, worn-out soil without any manure.

H. C. SPENCER.

Washington Co., Vt., Oct. 19, 1897.

Dear Sir—I have sold a carload of your Read's Standard and Practical Potato Special Fertilizers the past season, and everywhere I make inquiries it has given excellent satisfaction, and farmers have given their orders for next year. I think there is no fertilizer in the market ahead of it.

Yours truly,

S. W. BENJAMIN.

Chittenden Co., Vt., April 24, 1897.

Dear Sir—We have used your \$30 Phosphate on trial beside the Bradley's X. L. and Potato Manure, which cost me \$3 per ton more, and I gained one-fifth in yield of potatoes with the Read over the Bradley.

Yours truly,

G. E. GOVE.

Cheshire Co., N. H., Oct. 4, 1897.

Mr. D. H. Foster, Syracuse, N. Y.

Dear Sir—I used Read's Vegetable and Vine this year for potatoes. On 35 square rods of ground raised 55 bushels. I think that was very good for this year. I have used Read's Bone, Fish and Potash for two years to seed down, and have had much better seeding than with other brands.

Yours truly,

F. C. PLAISTRIDGE.

Litchfield Co., Conn., Sept. 24, 1897.

Mr. D. H. Foster.

Dear Sir—The Read goods have succeeded in this vicinity better than I expected. I think the large proportion of Potash they contain has been the reason they have succeeded so well. Many of my customers here told me they were the best fertilizers they ever used.

E. W. DAVIS, P.M.

THE MATCH INDUSTRY.

At Barberton, Ohio, 100,000,000 matches are made in one factory every day. We use 115,200,000,000 matches yearly. More than 40,000,000 square feet of lumber are used annually in the match industry of the nation. In making matches and material used in matches, 4,400 people are employed at an expense of \$1,500,000 annually. In the manufacturing of matches \$7,000,000 is invested, and in the lumber business, etc., depending on the match business, \$5,000,000.

THE PRESIDENT'S SALARY, ETC.

Most people believe that the \$50,000 a year which the President gets was his salary in the sum total. This is a mistake; \$36,064 is given him, in addition to his salary of \$50,000, to pay the salaries of his subordinates and clerks. His private secretary is paid \$3,250, his assistant private secretary \$2,250, his stenographer \$1,800, five messengers, each, \$1,200; a steward, \$1,800; two doorkeepers, each, \$1,200; four other clerks at good salaries, one telegraph operator, two ushers, \$1,200 and \$1,400; a night usher \$1,200; a watchman, \$900, and a man who takes care of the fires who receives \$864 a year. In addition to this, there is given him \$800 for incidental expenses, such as stationery, carpets, and the care of the presidential stables. And under another heading there is given him nearly \$40,000 more. Of this \$12,500 is for repairs and refurnishing the White House, \$2,500 is for fuel, \$400 is for the green house, \$15,000 is for gas, matches, and the stable. The White House, all told, costs the country, in connection with the President, considerably over \$125,000 a year.

THE WEDDING ANNIVERSARY.

At the end of

First Year comes the	Cotton Wedding
Second year	Paper Wedding
Third year	Leather Wedding
Fifth year	Wooden Wedding
Seventh year	Woollen Wedding
Tenth year	Tin Wedding
Twelfth year	Silk and Fine Linen
Fifteenth year	Crystal Wedding
Twentieth year	China Wedding
Twenty-fifth year	Silver Wedding
Thirtieth year	Pearl Wedding
Fortieth year	Ruby Wedding
Fiftieth year	Golden Wedding
Seventy-fifth year	Diamond Wedding

Comparative Areas of Various Countries.

Ireland is about half the size of Missouri.

Canada is a little larger than the United States.

Brazil has one province larger than any three of our States.

There are four provinces in China larger than any of our States.

Pennsylvania has 5,000 square miles of land more than Ohio.

Australia is about the size of the United States, excluding Alaska.

Nicaragua and New York have the same area—49,000 square miles.

Borneo has 300,000 square miles, equal to three of our largest States.

There are a dozen Russian provinces each larger than the State of Kansas.

England has an area of 51,000 square miles, or a little smaller than Arkansas.

Great Britain has 121,000 square miles, being a little larger than Arizona.

There are five States of the German empire each smaller than Rhode Island.

There are several counties in the Western States much larger than Massachusetts.

Greece has 25,000 square miles, being almost exactly twice the size of Maryland.

DAILY SAVINGS.

The following amounts saved and deposited in some savings bank will amount to the following sums in the several years mentioned:

	1 yr.	10 yrs.	50 yrs.
\$0.02½ a day will amount to	\$10.	\$130.	\$2,900.
.05½ " "	20.	260.	5,800.
.11 " "	40.	520.	11,600.
.27½ " "	100.	1,300.	29,000.
.55 " "	200.	2,600.	58,000.
1.10 " "	400.	5,200.	116,000.
1.37 " "	500.	6,500.	145,000.

Can any workingman or woman have demands upon them of such a character that they cannot be lessened by some of the sums in the first column?

RELATIVE PROPORTIONS

Of Phosphoric Acid, Nitrogen, and Potash in Fruits and Garden Crops, Phosphoric Acid being rated at "one" as a basis from which to reckon.

	Phos. Acid.	Nitro- gen.	Potash.
Apples.....	1	2.9	2.7
Asparagus.....	1	3.6	1.3
Barley.....	1	2.1	1.8
Beans.....	1	3.	2.2
Sugar Beets.	1	2.2	4.8
Cabbage.....	1	2.3	5.4
Carrots.....	1	1.7	5.7
Cauliflower.....	1	2.5	2.3
Cranberries.	1	2.6	3.4
Celery.....	1	1.1	3.5
Cherries	1	.4	3.3
Corn.....	1	1.1	2.5
" Stalks.....	1	2.7	4.4
Cucumbers.....	1	1.3	2.2
Grapes.....	1	1.2	3.6
Horse Radish.....	1	2.2	3.9
Hops	1	3.6	2.3
L-ettuce	1	3.1	5.8
Oats.....	1	2.5	3.8
Onions.	1	1.6	2.4
Parsnips.....	1	2.	3.5
Peas	1	3.2	2.8
Peaches.....	1	...	1.3
Pears	1	1.2	3.6
Plums	1	...	4.3
Potatoes	1	2.5	3.8
Radishes.....	1	3.8	3.2
Spinach.....	1	4.3	6.2
Sweet Potatoes.....	1	3.	4.6
Strawberries.. . . .	1	2.	2.3
Tomatoes.....	1	3.8	7.
Turnips.....	1	2.5	3.5
Tobacco	1	3.8	7.2
Fodder Corn.....	1	2.4	2.3
Hungarian Grass.....	1	2.5	3.6
Buckwheat.....	1	4.5	6.
Timothy Hay.. . . .	1	3.2	4.3
Red Clover.....	1	4.5	4.6
Wheat	1	2.4	1.3
Rye.....	1	2.	1.3

* CALENDAR *

* 1898 *

JANUARY							FEBRUARY							MARCH						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
..	..	..	..	..	..	1	..	..	1	2	3	4	5	..	..	1	2	3	4	5
2	3	4	5	6	7	8	6	7	8	9	10	11	12	6	7	8	9	10	11	12
9	10	11	12	13	14	15	13	14	15	16	17	18	19	13	14	15	16	17	18	19
16	17	18	19	20	21	22	20	21	22	23	24	25	26	20	21	22	23	24	25	26
23	24	25	26	27	28	29	27	28	..	..	..	..	..	27	28	29	30	31	..	..
30	31	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..

APRIL							MAY							JUNE						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
..	..	..	..	..	1	2	1	2	3	4	5	6	7	..	..	1	2	3	4	5
3	4	5	6	7	8	9	8	9	10	11	12	13	14	5	6	7	8	9	10	11
10	11	12	13	14	15	16	15	16	17	18	19	20	21	12	13	14	15	16	17	18
17	18	19	20	21	22	23	22	23	24	25	26	27	28	19	20	21	22	23	24	25
24	25	26	27	28	29	30	29	30	31	..	..	..	..	26	27	28	29	30	..	..
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JULY							AUGUST							SEPTEMBER						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
..	..	..	..	..	1	2	..	1	2	3	4	5	6	..	..	..	1	2	3	4
3	4	5	6	7	8	9	7	8	9	10	11	12	13	4	5	6	7	8	9	10
10	11	12	13	14	15	16	14	15	16	17	18	19	20	11	12	13	14	15	16	17
17	18	19	20	21	22	23	21	22	23	24	25	26	27	18	19	20	21	22	23	24
24	25	26	27	28	29	30	28	29	30	31	..	..	..	25	26	27	28	29	30	..
31	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..

OCTOBER							NOVEMBER							DECEMBER						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
..	..	..	..	..	1	2	..	..	1	2	3	4	5	..	..	..	1	2	3	4
3	4	5	6	7	8	9	6	7	8	9	10	11	12	4	5	6	7	8	9	10
9	10	11	12	13	14	15	13	14	15	16	17	18	19	11	12	13	14	15	16	17
16	17	18	19	20	21	22	20	21	22	23	24	25	26	18	19	20	21	22	23	24
23	24	25	26	27	28	29	27	28	29	30	..	..	..	25	26	27	28	29	30	31
30	31	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..

* 1899 *

JANUARY							FEBRUARY							MARCH						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
1	2	3	4	5	6	7	..	..	1	2	3	4	5	..	..	1	2	3	4	5
8	9	10	11	12	13	14	5	6	7	8	9	10	11	5	6	7	8	9	10	11
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29	30	31	..	..	..	..	26	27	28	..	..	..	..	26	27	28	29	30	31	..
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APRIL							MAY							JUNE						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
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3	4	5	6	7	8	9	7	8	9	10	11	12	13	4	5	6	7	8	9	10
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16	17	18	19	20	21	22	21	22	23	24	25	26	27	18	19	20	21	22	23	24
23	24	25	26	27	28	29	28	29	30	31	..	..	..	25	26	27	28	29	30	..
30	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..

JULY							AUGUST							SEPTEMBER						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
..	..	..	..	..	1	2	..	..	1	2	3	4	5	..	..	..	1	2	3	4
3	4	5	6	7	8	9	6	7	8	9	10	11	12	3	4	5	6	7	8	9
9	10	11	12	13	14	15	13	14	15	16	17	18	19	10	11	12	13	14	15	16
16	17	18	19	20	21	22	20	21	22	23	24	25	26	17	18	19	20	21	22	23
23	24	25	26	27	28	29	27	28	29	30	31	..	..	24	25	26	27	28	29	30
30	31	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..	..

OCTOBER							NOVEMBER							DECEMBER						
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S
1	2	3	4	5	6	7	..	..	1	2	3	4	5	..	..	..	1	2	3	4
8	9	10	11	12	13	14	5	6	7	8	9	10	11	3	4	5	6	7	8	9
15	16	17	18	19	20	21	12	13	14	15	16	17	18	10	11	12	13	14	15	16
22	23	24	25	26	27	28	19	20	21	22	23	24	25	17	18	19	20	21	22	23
29	30	31	..	..	..	..	26	27	28	29	30	..	..	24	25	26	27	28	29	30
..	..	..	..	..	..	..	..	..	..	..	..	..	..	31	..	..	..	..	..	..



SYRACUSE, N.Y.

NEW YORK



CHARLESTON, S.C.

FOR SALE BY