

WHY *The* STATE OF IOWA

NOTICE

Seventeen
Manure Spreaders
are to be used by
The State of Iowa

A

Quality alone will be considered
The order will be placed by the

STATE BOARD OF CONTROL

CO BOUGHT CO
SUCCESS
MANURE SPREADERS

WHEN THE MEMBERS OF
THE BOARD OF CONTROL
of the State of Iowa found that their

❑ **FARMS WERE DECREASING IN FERTILITY** and not producing as good crops as before, they began to investigate the subject of increasing their productiveness.

❑ **COMMERCIAL FERTILIZERS** were first considered but found to be too expensive and their benefits too short lived.

❑ **THE RAISING OF CLOVER**, although of value, did not produce its former results.

❑ **MANURING THE GROUND** seemed to be the only solution of the question, but they were confronted with the

❑ **SMALL AVAILABLE SUPPLY OF MANURE** as compared with the amount of ground to be covered, and the proposition arose as to

❑ **HOW TO MAKE THIS MANURE COVER MORE GROUND.** The Board of Control found that many farmers in their State were using

❑ **MANURE SPREADERS.**

They found that W. P. Adams of Odebolt, Ia., had for years been using a number of Kemp & Burpee Spreaders on his farm at that place; they found that when Mr. Adams equipped his 6,000-acre ranch at Wahpeton, N. D., he

BOUGHT TWENTY SUCCESS MANURE SPREADERS; they found that the testimony of everybody familiar with Manure Spreaders was that they would make a manure pile

COVER THREE TIMES AS MUCH LAND as when spread by hand and that the manure was so thoroughly pulverized and evenly distributed that this lighter spreading produced from

TEN TO FIFTEEN PER CENT. INCREASED CROPS; they found that the Manure Spreader would

ECONOMIZE LABOR MORE THAN ANY OTHER FARM IMPLEMENT, the twine binder not excepted, and that it could be

USED EVERY DAY IN THE YEAR. The Board of Control then decided that the State of Iowa could not afford to be without so valuable an implement and that they would

PURCHASE SEVENTEEN MANURE SPREADERS for the State farms. Then arose the question as to which machine they should buy.

Manure Spreaders are expensive, but when properly constructed they will last for years.

QUALITY IS MORE IMPORTANT THAN PRICE. They finally concluded that a most careful investigation should be made and that merit alone should count. Con-

sequently, they chose one of their members to conduct this examination. A man long familiar with farm machinery and every subject pertaining to the farm,

❑ **MR. JOHN COWNIE WAS AUTHORIZED TO BUY THE SPREADERS.**

Mr. Cownie spent some time investigating the different makes of machines. He consulted with farmers using them; he consulted with experts in various parts of the country; but most important of all, he made a personal examination of the Spreaders themselves.

❑ **THIS WAS DONE AT THE IOWA STATE FAIR.** All the leading machines were on exhibition. Experts were present to explain their workings. Everybody had a fair chance. Mr. Cownie and members of his committee spent the entire week in their most careful examination. From the first the

❑ **SUCCESS MANURE SPREADER PLEASED HIM.** It was so simply constructed, yet so strong. Repeatedly he came back and examined it, and finally he **HAD IT TAKEN APART** that he might examine it in every detail. He realized that the

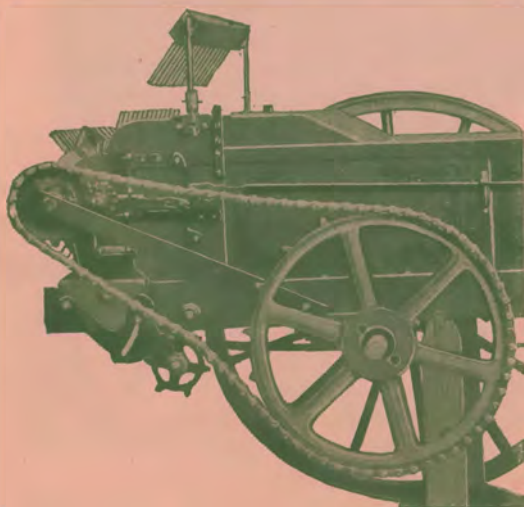
❑ **REAR AXLE IS THE FOUNDATION OF THE MACHINE,** as it not only carries the larger part of the load, but produces power to tear up and distribute the manure. He noticed that the

❑ **REAR AXLE OF THE SUCCESS WAS LARGER THAN ANY OTHER MACHINE ON THE GROUNDS, mak-**

ing it one-third stronger at this point than any of its competitors. He also noticed that the gear and sprocket attached to this axle at either end was

KEYED ON AND THAT THE MACHINE DROVE FROM BOTH ENDS OF THE AXLE. For Mr. Cownie's benefit the right rear wheel was then removed, revealing in all its simplicity the strength of our

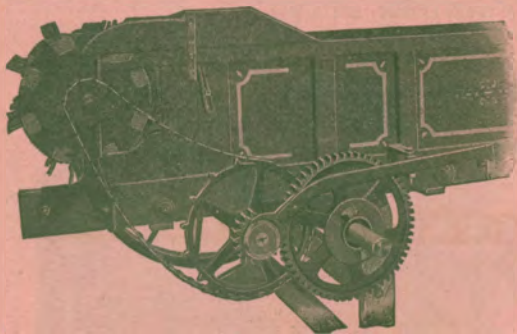
DIRECT, STEEL PINNED CHAIN CYLINDER DRIVE



He also carefully noted the

❑ **LARGE STEEL BRACE** running from the axle bearing to the point where the power is applied and preventing the end of the machine from warping. He also noted the

❑ **HARPOON TEETH ON THE END OF THE CYLINDER** scraping close to the side of the box, keeping it clean, lightening the draft and preventing the manure from passing by the end of the cylinder. At this point Mr. Cownie remembered that the gear beater driving machines look like this:



❑ **OLD-FASHIONED, OUT OF DATE, UNBRACED, COMPLICATED AND BREAKABLE**, discarded by the Kemp & Burpee Manufacturing Company nearly two years ago. When he compared the two he was not surprised that the

❑ **SUCCESS SPREADER IS TWENTY PER CENT. LIGHTER DRAFT.**

He also compared the beater chains. On the Success he found a very heavy chain and noted that

EVERY PIN IN THE SUCCESS CHAIN IS STEEL.



He then remembered the

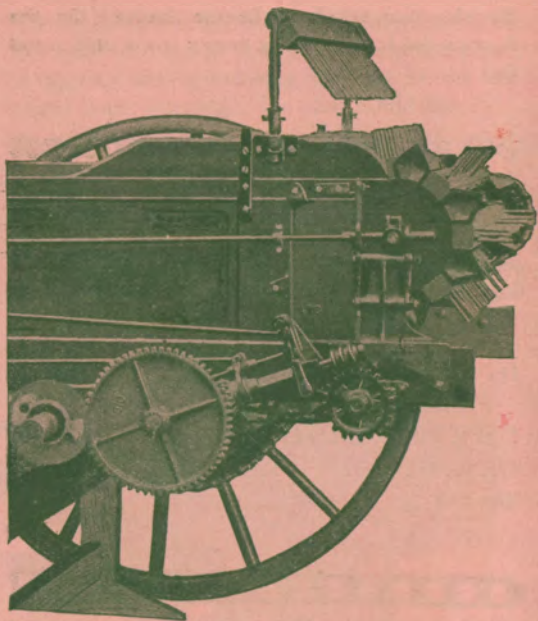
CHEAP, LIGHT MALLEABLE CHAINS OF OTHER CONCERNS like this



and was not surprised to learn that on over 5,000 machines sold

NOT ONE LINK OF SUCCESS DRIVE CHAIN HAS EVER BROKEN.

Mr. Cownie then had the left rear wheel of the Spreader removed

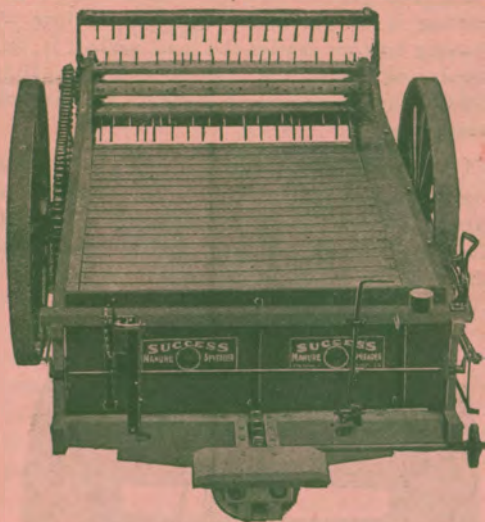


He noticed the simple

- **CHANGE OF FEED DEVICE** operated entirely with one lever and that it was not necessary to separate the disc gear from the pinion in changing the feed. He also noted the strength of these castings as compared with other makes and was especially impressed with our
- **FORCE FEED APRON DRIVE**, with no ratchets to get out of order or fall out, allowing the load to clog the cylinder going up hill or run away from it going down. He

noted that in the Success Spreader the load is locked and can only travel as the worm turns. He noted that the left end of the cylinder is equipped like the right, with harpoon teeth. Mr. Cownie then looked at the

INSIDE OF THE SUCCESS SPREADER.



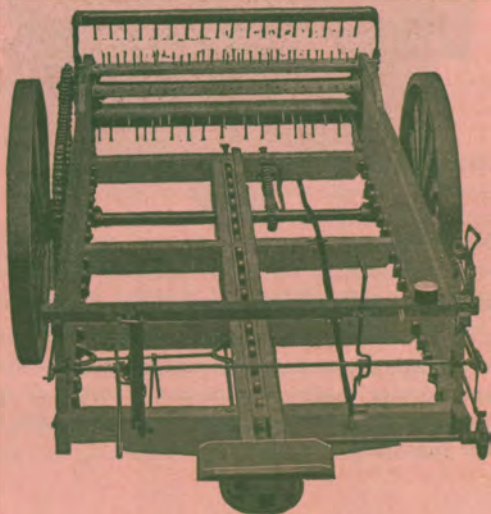
He noted how close the lags were together and that the teeth on the cylinder were arranged

SPIRALLY FROM THE CENTER OUTWARD, so they would bore into the manure, making a light draft and throwing the heavier loading in the center towards the sides, thus spreading evenly the full width of the machine. He also noticed the

ADJUSTABLE PULVERIZING
RAKE capable of being raised or lowered as the user wishes the manure fine or coarse. He also noted the

BEATER FREEING DEVICE, by which the same lever which throws the machine into gear moves the cylinder back, permitting it to get under operation before the moving bottom carries the load against it, thus dispensing with the complicated, ungainly, always-out-of-order end board. He likewise noted the

FOLLOW BOARD carrying the load evenly against the cylinder and spreading the latter part just as evenly as the first. At Mr. Cownie's request, we then removed the apron, showing the machine like this:



and it was then that the simple construction became more apparent.

Mr. Cownie remarked that the frame was of second-growth white ash, the best timber known for implement construction. He also noted that the

- ❑ **CENTER SILLS WERE CONTINUOUS**, each being composed of one piece of timber. He remarked that the Success Spreader contained
- ❑ **THREE SETS OF PARALLEL ROLLERS**, one in the center and one on either side, upon which the bottom moves so that it does not come in contact with the frame.
- ❑ **THE APRON RETURN** was next brought to his attention. This causes the bottom to automatically return to place after the load is discharged. He also noted the
- ❑ **AUTOMATIC LOCK** preventing both the lever for discharging the load and the one for returning the bottom being thrown into gear at the same time. We then called Mr. Cownie's attention to the
- ❑ **HEAVY BOLSTER CIRCLE AND FIFTH WHEEL** by which the front truck is attached to the machine with a top plate extending back so as to support the center sills back of the first cross sill.
- ❑ **MANY OTHER FEATURES OF SUPERIORITY** were yet to be mentioned, but Mr. Cownie had seen enough. He had found that the
- ❑ **SUCCESS WAS THE BEST SPREADER MADE**. As proof of this fact we later received the following order:

SUBJECT TO CONTROL
 All Pleasant State Hospital
 Independent State Hospital
 Clarinda State Hospital
 Clarinda State Hospital
 State Hospital for Insane
 Soldiers and Sailors' Home
 Soldiers' Home
 College for the Blind
 Hospital for the Deaf
 Institution for Feeble Minded Children
 Industrial School for Boys
 Industrial School for Girls
 Ft. Madison Penitentiary
 Annapolis Penitentiary



SUBJECT TO INVESTIGATION
 State University
 Normal School
 State College of Agriculture
 and Mechanical Arts
 SUBJECT TO INSPECTION
 AND REGULATION
 All County and Private Institutions
 in which Insane Persons are kept
 Homes for Friendless Children
 ADDRESS ALL COMMUNICATIONS TO
 BOARD OF CONTROL OF STATE INSTITUTIONS

Des Moines

September 6, 1904

Mr. W. J. Cook,
 Des Moines, Iowa.

Dear Sir:-

After a careful personal examination and diligent inquiry in regard to the merits of manure spreaders, we have determined to award you the contract for seventeen (17) Success spreaders for use on the farms in connection with the state institutions under the Board of Control. You will therefore ship Success manure spreaders, with all the latest improvements, as follows:

- Industrial School for Boys,
 Eldora, Iowa, - - - 3;
- Institution for Feeble Minded
 Children, Glenwood, Iowa - 2;
- Iowa School for the Deaf,
 Council Bluffs, Iowa, - - 1;
- Iowa Soldiers' Orphans' Home,
 Davenport, Iowa, - - - 2;
- Clarinda State Hospital,
 Clarinda, Iowa, - - - 2;

Mt. Pleasant State Hospital,							
Mt. Pleasant, Iowa,	-	-	-	-	-	-	2;
Cherokee State Hospital,							
Cherokee, Iowa,	-	-	-	-	-	-	2;
State Penitentiary, Anamosa,							
Iowa,	-	-	-	-	-	-	1;
Independence State Hospital,							
Independence, Iowa,	-	-	-	-	-	-	2;

Kindly ship these spreaders to the respective institutions at as early a date as possible. The price to be as quoted by you in your favor of September 6th.

Hoping you will furnish us first class spreaders that will prove entirely satisfactory in use, we remain,

Truly yours,

BOARD OF CONTROL OF STATE INSTITUTIONS,

By

John Cownie

That Mr. Cownie's confidence was not misplaced is evidenced by the following letters received after the machines had been thoroughly tested by the institutions to which they were shipped:

SUBJECT TO CHANGE
 NEW PLACEMENT STATE HOSPITAL
 NEW PLACEMENT STATE HOSPITAL
 NEW PLACEMENT STATE HOSPITAL
 NEW PLACEMENT STATE HOSPITAL
 STATE HOSPITAL FOR INSANE
 SOLD-OUT CHURCH HOME
 SOLD-OUT HOME
 COLLEGE FOR THE BLIND
 SCHOOL FOR THE DEAF
 INSTITUTION FOR THE PEOPLE MARRIED CHILDREN
 INDUSTRIAL SCHOOL FOR BOYS
 INDUSTRIAL SCHOOL FOR GIRLS
 ST. MARY'S HOSPITAL
 AMERICAN BENEFIT SOCIETY



Subject to inspection
Young Men's Society.
Middletown, Conn.

Subject to Inspection
and Regulation
All County and Parity Institutions
in which Inmate Persons are kept
Houses for Paupered Children

ADDRESS ALL COMMUNICATIONS TO
BOARD OF CONTROL, DE STATE INSTITUTIONS

G. S. ROBINSON, Chairman,
L. G. KINNE,
JOHN CONNIE,
P. S. TREAT, Secretary

Des Moines

October 27, 1904

Kemp & Burpee Mfg. Company,
Syracuse, N. Y.

Gentlemen :-

The manure spreaders purchased through your Iowa representative, Mr. W. J. Cook, have arrived at the several state institutions and so far no complaint whatever has been made in regard to their work. I have only visited one institution where the spreaders were found in use, the Clarinda State Hospital, Clarinda, Iowa, and at that institution the work being done was all that could be desired. I was somewhat surprised on being informed by the farm foreman that one of the insane patients had put the spreaders together and was operating them so successfully that it was entirely unnecessary to have a sane person doing any part of the work. Insane patients were loading the spreaders and the patient who had put them together was hauling them to the field and unloading the manure, and better work could not be done by any person. One thing that pleased me particularly was that the spreader had all its parts thoroughly well oiled

and when I called the attention of the patient to this point, even the links on the driving chain, he pointed to the oil holes saying, "These holes were made for oiling purposes and I oil every bearing and every opening twice every day." A good many sane people neglect this all-important part and as a result wear out a machine in a very short time.

They were applying the manure to the garden at the rate of nine loads per acre as shown by the gauge, with the result that a far more even distribution was being secured than we possibly could obtain by hand work, and in addition to this we find that we will cover from twice to three times the amount of land with the same amount of manure, all of which will result in much more satisfactory returns than were secured by the old method when manure was thrown on the ground by forkfulls, for we never could get patients in the hospital to spread the manure evenly upon the surface of the ground, but with a "Success" manure spreader in the hands of a patient the work is all that could be desired.

Truly yours,

BOARD OF CONTROL OF STATE
INSTITUTIONS,

By

John W. Bourne

Miss E. Allen, M. D.
Superintendent.

All correspondence relating to the hospital should be addressed to the Superintendent, and the names of persons from whom inquiry is made should be given at full.

Clarinda State Hospital.

Clarinda, Iowa, Oct. 24, 1904.

Kemp & Burpee
Manufacturing Co.,
Syracuse, New York.

Gentlemen:--The two manure spreaders bought of you a few months ago have been used extensively at this institution and it is but fair to say that they have been eminently satisfactory in every respect. We have no trouble whatever in operating the spreaders and since becoming familiar with the work done by these spreaders would not do without them since they are not only labor savers, but do the spreading so much better than it possibly could be done by hand.

Truly yours,

Wm. E. Allen

Superintendent.

THE IOWA SOLDIERS' ORPHANS' HOME

F. J. SESSIONS, SUPERINTENDENT.

DAVENPORT, IOWA.

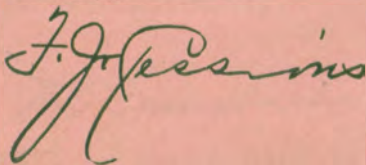
Nov. 15, 1904

W. J. Cook, Agent,
Kemp & Burpee Mfg. Co.,
Des Moines, Iowa

Dear Sir:—

We have been using two of your manure spreaders this season and are very much pleased with them in every way. They do just what they are represented to do in every respect. They seem to be simple in mechanism and durable in construction and it appears to me that these machines should last for years and do excellent service. We feel that we are getting very much better service with less work than we get possibly under the old way of distributing fertilizers. I take pleasure in handing you this word of appreciation for the very excellent machines you represent.

Yours truly,

A handwritten signature in dark ink, appearing to read "F. J. Sessions". The signature is fluid and cursive, with a large, sweeping initial "F" and a long, horizontal stroke extending to the right.

Superintendent

STATE OF IOWA—CHEROKEE STATE HOSPITAL

M. NELSON VOLDENG, M. D.
SUPERINTENDENT.

C. A. WISSLER,
STEWARD.

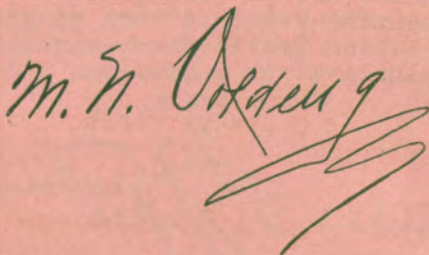
Cherokee, Iowa, Oct. 24, 1904

Kemp & Burpee Mfg. Co.,
Syracuse, N. Y.

Gentlemen:-

The two spreaders which were purchased by the Board of Control of State Institutions for us a short time ago, have been received. Thus far we have been very well pleased with the work done by your machines. Personally I have not had a great deal of experience with spreaders, consequently I am not in position to make comparisons. I desire to state, however, that I do not see how any spreader could do better work than your spreaders seem to be doing.

Yours very truly,

A handwritten signature in dark ink, appearing to read "M. N. Voldeng". The signature is written in a cursive style with a large, sweeping flourish at the end.

Superintendent

INDEPENDENCE STATE HOSPITAL

W. P. CRUMBACKER M. D.,
SUPERINTENDENT

Independence, Iowa

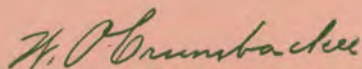
Oct. 24, 1904

Kemp & Burpee Mfg. Co.,
Syracuse, N. Y.

Gentlemen:-

The two manure-spreaders which were purchased for this Institution by the Board of Control of State Institutions, have been received and put to test. We find that they do most excellent service. They are great labor-savers, and in addition to saving human labor, they do the work of spreading the manure more effectually than it would be done by hand. We would not be without these useful implements for twice the price of them.

Yours very sincerely,



Superintendent

RESIDENT OFFICERS.

W. L. KUSER, Asst. Supt.
 J. T. HARNETT, Steward.
 Wm. E. WHITNEY, Physician

State Industrial School for Boys.

L. D. DRAKE, Superintendent.

BOARD OF CONTROL.

Hon. G. B. ROBINSON, Chairman
 Hon. L. S. EIDNE
 Hon. JOHN COWDIE.

Eldora, Iowa, Jan. 2, 1905.

Messrs. Kemp & Burpee Mfg. Com-
pany, Syracuse.

Gentlemen:

Replying to your favor re-
cently received, I beg to say,
that I cheerfully add my testi-
monial to the worth of your ma-
nure spreader. We have at this
institution three of them, in
constant use, and have found
them in every way satisfactory
and reliable. I have no hesi-
tancy in saying that I regard
them as being the best spreader
that I have seen considering
strength of structure, simplic-
ity of parts, and performance of
the work calculated for them. I
shall take pleasure at all times
in recommending them to any who
may need an implement of this
kind, either upon the farm or at
any of our institutions.

Yours respectfully,

L. D. Drake,
3.

Superintendent.

S. B. BROWN, Pa. D.
President

CHAS. F. CARY, M. S. A.
Dean and Vice-President

IOWA STATE COLLEGE

EXPERIMENT STATION

DES MOINES, IOWA

DIVISION OF AGRONOMY

W. C. MILLER, M. S., Ph. D.
Professor of Agronomy and Vice Dean



DEPT. OF FARM MECHANICS

C. J. LESTER, B. S.
Professor of Farm Mechanics

H. M. BAIRD, M. S. A.
Instructor in Field Engineering

E. C. LAMER
Instructor in Forge Work

A. C. STURTEVANT
Assistant in Drawing and Carpentry

J. T. HOWLER
Assistant in Forge Work

AMES, IOWA. March 17, 1905

Mr. W. J. Cook,

% Kemp & Burpee Mfg. Co.,

Dear Sir:- Des Moines, Iowa

While at the North Dakota Agricultural College, I had occasion to use your Kemp manure spreader and since coming to this college I have made a number of tests on your Success manure spreader and I can recommend it as being satisfactory for general work in distributing manure. We had some breakages on the chain of your Kemp spreader in North Dakota but have had no breakages whatever on the Success spreader we used here for the last year. Some time ago I sent you the result of some draft tests which we took on your spreader which shows that it is not heavy running. I can recommend the spreader to anyone in need of such a tool. We find it to be an advantage to have a narrow axle on the front truck; while this makes the draft a little heavier on plowed land, it prevents the whipping motion of the tongue which is liable to cause sore shoulders on the horses. Yours very truly,

C. J. Guethers

Penitentiary at Anamosa, Iowa.



Wm. H. Hunter, Warden

Nov. 7, 1904

Kemp & Burpee Mfg. Co.,
Syracuse, N. Y.

Gentlemen:

With reference to your letter of Oct. 22, would say that we have been using your Spreader for several months and that we are well pleased and find it satisfactory in all respects.

Respectfully,

Warden

THE STATE OF IOWA, through its representatives, men of experience and expert knowledge of machinery, has decided that the Success Spreader is the best Spreader made. These men had better opportunities to investigate the machines on the market than the farmer can possibly have. They spent a week in careful thought and examination of the different Spreaders to reach a conclusion. A season's use of the machines has demonstrated that they selected wisely.

THE KEMP & BURPEE MANUFACTURING COMPANY have had twenty-seven years of experience in manufacturing Manure Spreaders. They have many thousand machines in use in the State of Iowa. They have sold more machines than all other Manure Spreader concerns combined. The State Board of Control gave this due weight in arriving at a conclusion. They appreciated the value of experience. The machine itself proved this value. They first made sure they were right, then went ahead.

HOW CAN A FARMER BETTER PROTECT HIS INTEREST THAN BY FOLLOWING THEIR EXAMPLE? We want every farmer to give these matters weight. We trust that this little book will enable you to go over the machine as Mr. Cownie did. We hope that you will take occasion to do so. We then trust you will listen to his judgment, profit by his experience, read what the users have to say, and finally protect your interests by giving us your order. Let us hear from you, we will gladly send catalogue free upon request.

KEMP & BURPEE MFG. CO.

SYRACUSE, N. Y.

OUR TRADE MARK



A SIGN OF STRENGTH

W. E. GROVER,
Middletown Springs, Vt.

The Mason Press, Syracuse, N. Y.