

Steam Engines (And Models) Gain Attention
Scouts Receive Awards
At Special Convoration
An' Coming
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## 

Star Shows Start Soon




Exon Slates Wayne Stop Next Week

Cattle Feeders
Hear Prospects From Banker

## At Nfo Convention

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## Parents Accept Son's War Medals

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Winscle Sumay for posthumous presentation of awards earned by
Sti. nobert L . Dangberg before Sgt. Nobert L. Dangberg before
his death in tighting tn vet Nam
 Paut's Wutheran Cherch in Win-
cide with Major Josoph M. Den-


| medals. The Dargbergs were former residents of Winside before moving to Wayne. <br> Sgt. Dangberís, thlied in Viet | Medal Nationa Defense Service Medal, Vletnam palgr Medal, Combat Infantry- |
| :---: | :---: |
| m on April 18 whle servin |  |
| 101 st Airbornetiviston |  |
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| Good Conduct Medal, Bronze Star |  |
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SWEEP Women's Page... sandra breitkreutz, society editor


LeAnn Habrock, William Obrecht Wed

| Mr. and Fmerson, | ers. For her daughter's wodding |
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| agrams; Mrs. | d Mrs. Cardon (asal, will |
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Maving Mortensen, Mrs. kermitFor hier going away ansemble
the bride chose a green kyit with
roses and white pomports. The
couple. tomk a wedding trin to
Lake Okoboji tund are making
versity of Vebraska, is employedNine Members Attend BC Club Meet Fridoy


WSCS Meeting is Held
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 First Inited Method sty Women's
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Thirty Attend BrunchIn Brandenburg Home
 In Brandenburg Home
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## Devil-Gator Game Called a Toss-Up'




## 'Cats Remember '69 as They Await Emporia



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THE FAMIIY SHOE STORE
high what
Gerald Hruggeman of Hoskins
thil came thro with a couple of the the weekend the tirst heat and one in the Feature at Dawson
way at Scotland, S .




and that the ir recommendations ough stedy of Wayne's parking problems bi the entire planning,
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$\qquad$ Norfolk Show


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| tipe of the Wayne Stato-Er | ons, Newrman Grove, Daklands, |
| poria State gam | Craig, Stuart. |
| rection of Dr. Lee Mendyk, di- |  |
| rector of the WSC marching band. | and, who knows, JUST MAYBE |
| parade order or bands: | things will work out for |

A large bouquet

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On Your Grand Opening


We Have a Complete Line of
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| A drive through the business district | prohibit, left hand turns dur ing times of |
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quabole Roobles
$\pm=5$ reason; your decisions may be right, your $\begin{aligned} & \text { onily fit for treasens, stratagems, and } \\ & \text { reasons are sure to be wrong. - Lord } \\ & \text { spoils, but his whole life Is ariready a } \\ & \text { Mansiteld. }\end{aligned}$ treason and a strat力gem. - Carlye.



## 'Too Expensive (\$40 Million) To Change State Fairgrounds



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BRUSHED OIL PORTRAIT

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## WILD RICE

THE CROP THAT'S HARVESTED FROM CANOES

By Harold Severson

One morning about $1: 50$ yepirs ago, a band of about 30 Sioux Indians swooped down upon a small Chippewa village near a little lake in northern Minnesota. The battle soon was over. Only a handful of the Chippewas escaped the tomahawk-wielding invaders. They fled into the nearby woods for shelter.

What motivated the Sioux in staging this bloody ambush? It wasn't the usual reason such as revenge or to capture horses. Rather, it was the privilege of harvesting the wild rice growing in the shallow lake. Wild rice was an important source of food for the Indians and the Sioux and Chippewas frequently waged fierce fights for possession of rice stands.

Wild rice today is a culinary delicacy that sells for high prices. Actually, it isn't a rice at all. It's an annual aquatic grass and is related to rice in about the same manner as oats is to corn. ${ }^{\text {a }}$

With the coming of the white man about 125 years ago, the Indians were moved to reservatinns. These usually included some wild rice stands, giving the Indian* a chance to harvest the srain. Even today, Minnesota state law specifies that harvesting of wild rice on some lakes is restricted to Indians or local residents who live within reservation boundaries. It's a good "cash crop" for the Indians, for in recent years buyers have paid about 35 cents a pound for the rice, although it's been as high as 75 cents.

Minnesota produces more wild rice than any other state or C'anadian province, for it's found from southeastern Manitoba to the Atlantic Seaboard and southward to Florida and Louisiana. It is, however, most abundant in the Upper Great Lakes Region where there are many shal-- low water areas.

Wild rice is one crop that isn't harvested by machinery. Here again, state law prohibits harvesting by machine.

If you should be vacationing in Minnesota on a northern lake around Labor Day, you could watch the harvesting of this unusual crop. The
license for harvesting wild rice costs $\$ 3$ and is issued only to Minnesota residents.

It's interesting watching the Indians as they move out into the lakes to harvest the crop. The rice harvester or "ricer" sits in the front end of the canoe or boat, while his partner standing in the rear poles or paddles the boat. The "ricer" hold two flails, which usually are tapered cedar sticks abrout 18 inches long. As the boat slowly moves into the waving "field" of wild oats, the "ricer" bends a group of heads over the canoe with one flail and gently taps with the other flail. The ripe grains fall into the canoe but the unripe grains remain on the head.

This method of harvesting assures that some grain falls into the lake. The crop is reseeded and provides food for waterfowl.

When newly harvested, the wild rice grains are covered with a chaffy hull and are quite moist and flexible. This means the grain must be dried and hardened and the hulls and any debris removed. This calls for curing, parching, threshing and winnowing the grain.

The most primitive method of threshing the grain calls for putting it into birchbark baskets. An Indian boy does a jig to shuffle the loose hulls off the rice. He literally dances on the grain with his moccasined feet, holding onto a rail to balance himself. After the threshing, the grain is winnowed in the wind over a blanket.

Parching the grain used to be done by placing small amounts of the cured grain in an iron kettle over a wood fire and stirring it with a paddle until the hulls were brittle and brown and the grain dry and hard. Nowadays, however, you're likely to find the Indians parching their wild rice in an oil drum rotated with a crank over a fire. A similar drum is used to thresh the rice. Sometimes commercial oat hullers are used. Winnowing usually is done with a fanning mill, while the final cleaning of the grain to remove grit is ofen done with a gravity separator.

What is the crop worth to the Indians? The retail value, calculated at $\$ 2$ a pound for the processed rice, has averaged about $\$ 2$ million in recent years. It has become a favorite delicacy of chefs and is used to garnish game or fowl.


## Baking from scratch is great...but what's in it for you?

All those happy faces are what's in it for you. Plus an affectionate hug-and the satisfaction of baking a special gift for your family and friends. What's in it for them?
Only real and wholesome ingredients.
And its low cost means there's something in it for your budget, too.

Now Fleischmann's new Rapidmix method
makes baking-from-scratch easy.
Just mix Fleischmann's Yeast with your other dry ingredients according to the recipe, then bake.

It's that simple.
For many great recipes - like the Maple Pecan Ring below - just send 25s to: "Fleischmann's New Treasury of Yeast Baking." Box 48 - F ,


A hearty lunch is a welcome fare as September and back-to-school greet us once again. Cold sandwiches are a popular year-round food, and a most appreciated invention. Don't overlook an oven-heated sandwich or a hot dish at noontime. A Tunaburger provides savory flavor and a chewy consistency when baked in the oven. The use of leftovers is inviting in the Cheesy Chicken combination of chicken and vegetables.

## BEEF-OLIVE <br> TORTA

1 cup pitted ripu olires. sliced
1 promd lean aroumd beef
$\because\left(1^{1}\right.$-oounce $)$ envelope's spaghetti sauer mir
1 (s onence) can tomato sauce
1, curb shreded Parmesan checese
\& round rolls or batter colls:
Melted maryarime
Brown beef lightly. Stir in spaghetti sauce mix and tomato sauce. (ook 5 to 10 minutes over low heat, stirring occasionally. Stir in olives and cheese. Cut thin slice off top of each roll. Hollow out centers leaving a ${ }^{1} 2$-inch shell. Brush insides of rolls with melted

margarine. Fill with beef mixture and replace tops. Brush with margarine and place on baking sheet. Bake in preheated 350 degree wron, for 15 to 20 minutes, until thoroughly heated. Makes 8 servings.

##  <br> $1 / 4$ cup milk

11 - cups cooked diced chicken
3 cup cooked vegetables
1 (2-onnce) jar pimientos, sliced
20 Premiom Saltine crackers
Blend together soup, cheese and milk in saucepan owr medium heat. Stir in chicken, vegetables, and pimientoes; heat thoroughly. Serve atop Premium Saltine crackers. Makes about 4 servings.


## DOUBLEDECKER

 TUNABURGERS4 hamburger buns
1-91/4 ounce can of tuna 1 tablespoon chopped onion
1/1 cup chopped celery
1 teaspoon lemon juice
\& tablespoons mayonnaise
$z$ tablespoons catsup, $\approx$ tablespoons mayomaise Sweet pickles
Cut hamburger buns in 3 horizontal slices. Mix tuna, onion. celery, lemon juice and 4 tablespoons mayonnaise. Cover middle bun slices with tuna mixture. Mix the 2 tablespoons catsup and mayonnaise. Spread on bottom bun slices; top with sweet pickle slices. Make double deckers. Wrap in aluminum foil. Bake in preheated 375 degree oven for 15 minutes. Serve piping hot.

## The"Yes" snacks

When children get hungry between meals, mother say "Yes" to between-meal snacks of Nabisco HONEY MAID" Graham Crackers and CINNAMON GRAHAM Treats. That's because they're made with wholesome graham flour plus pure golden honey. Gives active youngsters the extra food energy they need between meals. Satisfying, but not too filling.



## SUBMARINE

## SANDWIC

1 loaf French bread
Cream Cheese or
Cheddar Cheese Spread
Selection of Cold Cuts
Sliced onions
Cucumber slices
Tomato slices
Green Pepper rings
Shredded lettuce

## BATTER ROLLS

3to a cups four
$1 / 4$ cupsugar
$t$ traspom salt
$\underset{\sim}{2}$ packages active dry yeast
a; cup milk
1/2 cup water
1/4 cup margarine 1 rgg
In large bowl thoroughly mix $11 / 4$ cups flour, sugar, salt, and undissolved dry yeast. Combine milk, water and margarine in a saucepan. Heat till Iiquid is warm. (Margarine does not need to melt). Gradually add to dry ingredients. Beat 2 minutes at medinm speed of electric mixer, scraping bow occasionatly. Add egg and 1 is cup flour. or enough to make a thick batter. Beat a high speed for 2 minutes. Stir in anough flour to make a soft dough.
Cover; let rise in warm place, free from draft, till dough is doubled in bulk (about 30 minutes ). Punch dough down. Turn out onto lightly floured tward. Divide dough into 18 equal pieces. Shape into round rolls. Phare on greased baking sheets. Cover; let rise in warm place, free from draft, till doubled in bulk (about 30 mintes). Pake at 400 degrees for 15 to 20 minutes.

## ZESTY

## ITALIAN DOGS

1 emit
1/4 cup tomato anuce
$1 / 2$ cups seasoned bread crumbs
Gfrankfurters
1/ cup melted margarine
Beat together egg and tomato sauce. Koll frankfurters in mixture and coat with bread crumbs. Place on foil lined baking sheet. Rake in preheated 350 degree oven for 15 minutes. Served on toasted buns spread with margarine and sprinkled with finely chopped green onion.

Slice French loaf in half crosswise. Cover bread halves with cheese spread. Top one clise of bread with cold cuts, onions, cucumber, tomato, green pepper and shredded lettuce. Replace top half of French bread. Slice bread loaf in sandwich-size servings. *

## EGGS DELIGHT

25 Premium Saltine Crackers, finely rolled (about 1 cup crambs)
$3 / 1$ teaspoon chervil leaves
6 tablespoons margarine, melted
1 (10-ounce) package cut asparagus (cooked and drained)
2 tablespoons toasted walnuts

## 6 eggs

$1 / 2$ teaspoon salt 1/4 tcaspoon paprika $1 / 2$ cup light cream

Combine crumbs, chervil and 2 tablespoons melted margarine. Sprinkle about 1 tablespoon in bottom of each 6 (6-ounce) individual baking dishes. Toss asparagus and walnuts with re-
maining margarine. Arrange around edges of bak ing dishes. Break eggs into center of each dish. Beat together salt, paprika and light cream. Pour over eggs. Sprinkle with remaining crumb mixture Bake in preheated 325 de gree oven, about 13 to 15 minutes, or until eggs are done. Serve immediately.


## Lemon Breeze

A breeze to make: No baking Creamy, crunchy and cool. Here's the easy way

1 cup Krllogo'a C"orn Plate Crumbs

1) cup remular margurime ". butter, melted
is cup Ficalemon
Recemstiluted Lamom Juire
 arlation

\$ Iabrespoomas sugtor
1 cou Rowden Cingle Brand Suretemed (imbleused afils SWefened Comdenacd Milf must be uitad)
1. Combine Corn Flake Crumbio and matrarine in 9-inch pie pan
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 rust: vprinkl. top with pruerved crumbe R.friberate 's hours or until firm Cut into werdges. Yifld: 8 serving


The Belvidere (ill.) Daily Republican, says that every twenty seconds a woman gives birth and we could solve the population problem by stopping that woman.
"Those who are constantly kicking, seldom have a leg to stand on," says The EclipseNews Review of Parkersburg, Iowa.

The following advice comes from The Independent-Register of Brodhead, Wis.: When telling a joke make it as short as possible because if you stretch it out you give the listener time to think of an old one to tell you.

The New Ulm (Minn.) Daily Journal reports the story of the 107 year old woman who was asked the standard question about longevity, to which she replied, "The reason I have lived so long is that my husband died 45 years ago."

The following historical observation on popular sayings is offered by the Janesville (Minn.) Argus:

1700's-"Give me liberty or give me death."

1800's-"Give me liberty."
1900's--"Give me."

The West Bend (Wis.) News tells about the taxpayer who sent in his return along with several buttons and a note which read: "You got the shirt last year."

OVER 52\% OF ALL AUGERS ON FAF


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FOUR POPULAR SIZ̈ES
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## रATH <br> Satiofaction quaranteed



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\& MOTORS


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About the only real luck to derive from finding a four-leaf clover, says the Angola (Ind.) Herald, is that you are lucky to have eyes sharp enough to spot one.

Wivestare similar to fishermen, say: The Northwest Blade of Eureka, S.D., in that they brag about the ones who got away and complain about the one they caught.
"Those who long for the old/ penny candy have only to $\mathrm{p} / \mathrm{t}$ a dime in almost any vending machine," says the Lake Mills (Iowa) Graphic.

The (annelton (Ind.) Tuesday News says, "Men seem to fall into one of two general classes: the young and broke or the old and bent.'

Girls are more specific in the things that interest them than men are, states the Free Press of Greenfield, Iowa: Men are interested in wine. women and song; women are jnterested in Tom, Dick and Harry

The great advantage of a parking lot, according to The Mason County Democrat of Havana, Ill., is that it gives us somebody to blame for crumpled fenders.

The Wayne County Press of Fairfiejd, Ill., says "Most husbands prefer that their wives wear their dresses a little longer-at least two or three years longer."

The Review of Plymouth, Wis., reports seeing the following written in chalk on the sidewalk: "I wish I was what I was when I wished I was what I am now."

There was a day, says The Lanesboro (Minn.) Leader when U.S. Grant was a president instead of a government hand out.

> Millicent, mother of 5, with all that pressure, how do you make each meal an occasion?


Millicent's solution to pressure is pressure: a Presto Pressure Cooker. Heaven knows handing five children in these maid-less days calls for coping-and nothing copes as well at mealtime as a pressure cooker. With it, Millicent can serve adventurous, delicious meals such as Italiag Potted Beef or Old Fashioned Chicken Fricassee or even Shrimp Jambalaya in less than 45 minutes - start to finish! - and still keep an eye on her brood. Good idea eh? Conquer pressure with pressure cooking-Presto, of course.
Presto offers the only complete line of pressure cookers: aluminum or stainless steel electric or non-electric; with or without Presto's Hard Surface Teflon*; in Avocado or Harvest. Choose the one that takes the pressure off you.

## Millicent's

Italian Potted Beef:
2 eablespoons olive or salad oil I bay leaf $3 / 2-4$ lbs rump or chuck roast 2 teaspoons salt 1 onion, chopped $1 / 2$ cup diced celery I clove garlic, chopped I carrot chopped is cup dried mu 1 (60r) can tomato paste

Heat pressure cooker and add oil. Brown roast on all sides Add prepared vegetables and seasonings. Biend tomato paste with broth and winc. Pour over meat. Close cover securely. Cook 35 minutes. Let pressure drop of its own accord. Serve with gravy. Makes 6 to 8 acrvings.


PRESTO


WISCONSIN BROTHERS LARGEST PRODUCERS OF GINSENG MIRACLE HEEB

By Wally E. Schulz

The Fromm Brothers, Ed and Walter of Hamburg. Wisconsin, are the largest growers of ginseng in the United States. They first gathered wild ginseng and seeds in ered
1900.

The
They have raised all their own seed since 1927, and now plant beds of it each year to be harvested in October, six or seven years from the date it is planted

The name "ginseng" stems from two Chinese words that mean "mant" and "plant."
"The Chinese are our big buyer of the roots," said Ed Fromm. "They believe dried ginseng roots have medicinal value. They believe it will cure many things--a belief that has been handed down in their country for many centuries. It has been in foreign trade from America since the early 1700's.

Ginseng is a fleshy-rooted herb native to the United States. The plant is about a foot tall-the leaves usually have five leaflets, the mature roots are large and spindleshaped, often torked

Some of the roots resemble the nude body of man and it's those roots that are treasured and worn about the neck of the Chinese as. charms. They believe that by wearing them around their neck it will cure their ills or keep them free of disease.

The fruits of the plant are born in clusters and when ripe are bright red. The plant formerly was abundant but is now scarce due to the collection of wild roots over a perlod of years.

In the country of China, the ginseng roots are made into medicine for internal use, tea and wine. It is used for old age, anaemia, women diseases, nervous debility, histeria, early declination, lack of sexual energy, breakdown and many others.

It is used as a medicinal treatment of most of the ills to which the flesh is heir. The Chinese also use It as a heart tonic, but withoüt real scientific justification.
It is estimated that $98 \%$ of the ginseng collected or grown in America is exported to the Hong Kong area from where it finds its way into areas with large Chinese population, Malaya, Formosa, Indochina, Indonesia and others.

Ginseng is often sold and resold by speculators in Hong Kong. It is a high priced luxury item by the time it reaches the consumer.
itakes from five to seven years before a bed of ginseng can be harvested. And once the ground has produced a crop of ginseng, it can never again be used for growing the plant.

The plant seems to take some thing out of the soil," said Fromm. "We have had to buy up 20 farms in the area to grow new beds. After we have grown and harvested the ginseng from the land, we rent the land back to the farmers. They can use it to grow other farm crops they desire. It is good for growing other crops, but not ginseng."

The roots of the ginseng are tanish or white in color. They are firm and brittle and about the size of a man's little finger. It varies in length from two to six inches long.

Your witer tasted some of the root and it tasted sweet and slightly bitter. There was nothing about it to induce him to chew it as a regular diet item.

About one pound of dried ginseng is realized from $31 / 2$ pounds of the newly harvested crop.

Seed which has to be stored in moist sand in stratifying boxes for 12 months before it is ready to germinate is planted in the beds in the month of September. They are covered with about one inch of soil.
The fromm brothers have a clay loam soil which seems especially good for growing the plant.

The seeds are planted in the bed after they have been "stratified." This means the seeds were stored in a cool. moist place, using moist loam as a storage medium.

About $21 / 2$ pounds of seed is used to a bed four feet wide and 150 feet long. There are 48 beds to an acre. The seeds are planted one inch apart in the rows and there are 11 rows to a ginseng bed. The seeds actually ripen in the fall but do no germinate until the following fall.

After the beds have been seeded with ginseng, they are covered with a straw mulch 4 -inches deep.
The fromm brothers do not use any fertilizer at any time after plant ing the seed. Neither should the fields be limed. Forcing by fertilizing may reduce resistance of the plant to disease claim the growers
"We plant the centers of the beds high enough so excess rain will run off and be carried away in the runways belween the beds," said Ed Fromm. "The beds are about four feet wide."
In the early spring when the frost is out of the ground, the fence post holes are dug along the beds and a shade placed overhead. Ginseng
requires enough shade to cut about $66 \%$ of the sunight.

Laths are run horth and south to provide alternating sun and shade to the plants. High shade is pre- ${ }^{-}$ ferred by many growers.

When the ginseng beds are harvested, the shade racks are taken down and piled up for use in ahother field.
Mulch is needed on the ginseng bed. Straw or other mulch not attractive to mice will be satisfactory. A light mulch to retain moisture may be adviseable during the dry periods.
Moles and mice may cause damage to the roots if not controlled, so a watchful eye must be kept out for them.

The fromm Brothers have always been lucky to get enough rain to supply their roots with water for growing. They have never had. to irrigate their plants.

Cured ginseng roots are valued by the Chinese for their size, maturity, color and especially for some characteristics. Some prefer the roots that appear like the naked body of a man or woman.
Although there seems to be no difference chemically between wild or cultivated root. The lighter, diverse wild root is preferred. The cultivated rool is harder, cleaner, heavier and more uniform than wild root.

From early spring, men and women from surrounding farms in the Fromm farm area are hired to help on the ginseng farm.

The first week in May the beds are sprayed for blight. or as soon as the plant springs forth.
'Every week we spray our beds." said Fromm. "We have two sprayers going all the time. We have 100 acres in our gardens and are known as the largest ginseng farm in the United States.

During the fall. in the month of September, the red berries of the plants are gathered by the men and women in baskets.
"We have 10 prck a time when most of the berries are ripe." said the Fromms. "If we watt too long. the berries may start to fall off the plant and we lose the seed We have to use careful judgment in picking the seed at the right time.'

The red seeds are run through a machine to take the pulp from the berries. There are actually two seeds located within the berry itself.

Much depends upon how much of the seed can be harvested from the ginseng crop if there isn't a lot of seed. they can't plant their usual 20 acres next year. This year they were lucky and got about 2500 pounds of seed.
There are some firms that offer seedlings for sale two to three years old as stock. The crop is ready sooner than from seed and some seeds can be harvested from the three year old plant the first fall after planting. Seed is considered part of the crop as it is in demand.

A disadvantage is their greater cost for seedlings and the possibility of bringing disease along with the roots.

The ginseng crop is harvested
during the month of October on the Fromm ginseng farm. Men and women are on hand to help with the harvest.

A machine is used to take the mulch from the top of the bed Next, a converted potato digger is used to dig up the ginseng plants. They are carried up into the digger, the excess dirt shook from them and dropped on the ground behind.
Men and women walk behind the digger and pick up the roots and drop them into baskets and boxes. It is the duties of some of the workers to. scratch around with forks and uncover some of the roots left covered with dirt. They must work quickly for a severe freeze could destray the roots before they are taken from the ground.

From the fields the ginseng roots are taken to a wash:building located at another part of the farm. Here a dammed stream on the land is put to good use on the farm. The water is pumped into the wash room and the ginseng washed for several minutes in a huge, giant like barrel that rotates in the water and cleans the roots. They are washed for several minutes to get the excess dirt off.

If left too long in the bath they become skinned and too white appearing and not as desirable by the buyers." said Fromm. "We then take them to the drying rooms.
Here the roots are spread out carefully on lattice frames or trays in a well ventilated room. Drying beains at relatively low temperatures 60 to 70 degrees $F$ and hater increases to 90 -degrees $F$. Overheating must be avoided.

Drying may require six weeks for harge roots. The roots are exammed and turned frequently. They must be stored in a dry. well-ventilated place and protected from vermin until ready for sale.

The anseng is shipped by express to the coast and there it leaves by boat to Hong Kong. On the market in China it brings from $\$ 3$ up to 525 a pound.

Ed fromm has traveled to the country of China and lalked with the buyers about the ginseng market. He was highly encouraged to grow it by the Chinese.

He learned from these people that it has been a popular root among them for many centuries. He returned to the United States assured that there would b\% a market for the root he grew/throughout his lifetime.
"But it is far from being an easy crop to grow," said Fromm. "The cultivated ginseng is subject to atlack by several fungus diseases. Excessive soil water, crowding and improper or poor ventilation are factors conductive to disease on farms.

The chackweed and yellow sorrel (a wild field clover) and numerous other weeds are pests in the gardems and have to be weeded by hand Ginseng growing is tascinatifig. interesting and diflicult to grow But there's also a centan alr of mystery that shrouds the griseng root as the Chinese people look upon 11 as the miracle hert

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Clean, weed-free soybeans are a point of pride with Dean Shoger, but he also knows that the resulting trouble-free harvest is important to grain profits


The bin will be ready long before the beans are. Jim Gilmour's erection crew works from the top down, using jacks to hoist the hin.


Both as a farmer and a grain equipment dealer, Jim Gilmour takes an interest in such labor-savers as the patented hoist mechansim on a Mayrath augur he sold to a northern Illinois grain producer.

## 

Drying and storing grain on the farm for higher profits aren't just an economist's theory. Farmess across the Midwest are finding out for themselves that their profit: climb when they avoid selling wet grain out of the fied at harvest time.

In Kendall county, Illinois, for instance, three farmers in completely different situations are selling their cash grain for a higher profit because they have drying and storage facilities.

Jim Gilmour is in the unnsual pasition of being tioth a user and a seller of drying aht storage equipment. He's a dealer in bin dryers. Mayrath aururs and other grainhandling tools. But when Gilmour makes recommendations to northern Illinois farmers, he speaks from his own experience in farming 200 acres on the side.

Though he lives in Oswego, Illinois, a German farming community of some 2,000 population, Gilmour runs his grain equipment and installation business, J \& M Wholesale Inc., on the edge of nearby Aurora. But he roams far and wide, by truck and private airplane, in search of both customers and knowledge of the grain business.
Talkative as well as thoughtful, Gilmour freely expresses his firm convictions about drying and hathding grain
"In my upinion, aeration is one of the most important factors in drying," hetatates. "And the biggest enemy of thin drying is static pressure" (the back pressure against a drying fan pushing air through depthe of grain)

To climinate most of this back pressure and encourage the free flow of warm air through moist grain, Gilmour installs plenty of eave hatches in the bins his company erects

The equipment dealer also recommends a bin floor with perforations over the entire area rather than a channel lock floor. He feels that a perforated floor permits up to 12 percent more air movement.

Drying temperature is another important step in Gilmour's formula for high grain profits. "If a farmer dries properly," he emphasizes, "it's impossible for him to overdry his grain.

A maximum drying temperature of 160 to 165 de. grees will prevent the scorching and cracking that semetimes causes a farmer to get docked on his cash grain price, the dealer-farmer points ant

Athough Gilmour stresses proper drying and handlinge procedares, cost and price are his main concerns in working with farmers. That's why he's sold on bin drying as the best method-because he feels it makes more efficient use of heated air and holds drying enst per hoshel to the minimum. He quotes direct drying costs for fuel and electricity of under 2 cents a bushel in his area. denpite cool harvest weather.

Having ample storage facilities to hold most of his grain crop is the mark of a wise farmer, in Gilmour's estimation. He studies carefally the increased price of corn and soybeans as the year goes by, and sells his own grain "when the price seems right."

The price is never right at harvest time, the dealer adds. It bothers him to see a farmer take a 3 -cent discount per point of moisture wer No. $2(151: 3)$ corn. The farmer who welle $25 \mathbf{t}_{2}$ "-percent corn loses 30 cents a bushel, while shrink (weight loss during drying) and direct drying costs would only total about 15 to 18 cents, depending on the price of corn.

Another 5 cents a bushel would cover the cost of dryand handling equipment, leaving the farmer 7 to 10 cents a bushel more profit. That difference on" 200 acres of hun-dred-bushel corn would keep a youngster in college.

On top of the extra grain profits for drying corn, Gilmour adds that "a farmer can't afford to sell his grain in
the fall Soybeans mo un to 40 cents to $\$ 1$ a bushel before the next fall's harvest, and corn averages aromed 20 cents price increase."

Storage facilities will wanally pay for themstlves in two or three years, he explans, Hambling, insuramer. taxes, and intarest on the money tiod up in stored yman are costs that come out of higher priees fint theress still a good amount of extris brofit

Another part-time farmer in Kemdall eonnty is Mertin Hummel, a friend and chatomer of (ibmours $A$ construe tion worker by day, Hummed at:a famm land that bats been in his family for many gats, His 9.loth-bashol drying Capacity bin handles the com of the 70 atres Hummel phats to that rop The same win stores his prain mat about Mareh, when Hummel normally : sells band taxes on the stored grain.

Hummel usually sells at the elevator in Oswego, but tried hauling to the waterway this year. He isn't sure the expense of hauling was worth the slightly higher price; his elevator manager has given grood servion over the years

In a completely different situation in Death Shoper, a Founs farmer just south of Aurora, Mlinois. A lean-faced father of two chidresm, he and his wife epmeate about 9.50 acres, including six rented farm: and lax ates felonging to his family

Shoger tries wach year to produce 200-bushet corn on


He ustes the futures market to hedge his erop some times, "but not as much as I should," he admits He realizes that hedgmy is one way he can be sure of a fair profit on his grain. He never takes the opposite market position of speculating.
"I think we're going to have to use the commodity market more to take some of the risk out of this business," Shoger predicts.

Along with Gilmour and Hummel, he realizes that to make a fair profit in farming, he'll have to gear up with the modern tools of grain production.



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