page pan. 15" 1894. Some sources of profit I Anow when to sell. this is not asways easy as it sometimes happens that when we think! Arices are high we sell and the the price goes higher but this should at a brice that gave us a profit over the cost fort production Und the other hand we are aft to think the price too low when it would aire a fair profit, and bus holding too long are obliged to take less than the cost if production. As for example! I once

page? Jan. 15: 18:84: knew a farmer to have two crops of coin on hand when the price reached 75 cts. Ther bui but he thought it would be likely to a little higher and he would not sell that day, but the next day the brice dropped a cent or two, then the waited for it to go up to 75 ots again and he kelt waiting for a year and then sold for 34 cts. per bu: In general the sule should be to sel whenever the market price will give a reasonable! posit over the cost of production.

Ban. 15" 1894. page 3. 2 Economy in buying tools. While it will not do to buy every new tool or machine that is but on the market, simply because we think it is a) good one and mais do better work than one that we already pare, it is certainly very hour economing total on using dold worn out tools year after year, till the loss of time occasioned bus. breakages and cost of retouis amounts to enough to more than frag for new onld.

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page 1.
<u>Jan. 15" 1894.</u>
Some sources of profit in farming.

1" Know when to sell. this is not always easy as it sometimes happens that when we think prices are high we sell and the the price goes higher but this should not trouble us if we sold at a price that gave us a profit over the cost of production. ON the other hand we are apt to think the price too low, when it would give a fair profit, and by holding too long are obliged to take less than the cost of production. As for example: I once

[second page]

page 2. Jan. 15", 1894

Knew a farmer to have two crops of corn on hand when the price reached 75 cts. per bu. but he thought it would be likely to go a little higher and he would not sell that day, but the next day the price dropped a cent or two, then he waited for it to go up to 75 cts. again and he kept waiting for a year and then sold for 34 cts. per bu. In general the rule should be to sell whenever the market price will give a reasonable profit over the cost of production.

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page 3. Jan. 15" 1894

2" Economy in buying tools. While it will not do to buy every new tool or machine that is put on the market, simply because we think it is a <u>good</u> one and <u>may</u> do better work than one that we already have, it is certainly very poor economy to go on using old worn out tools year after year, till the loss of time occasioned by breakages and cost of repairs amounts to enough to more than pay for new ones.

[reverse of third page]

Geo. Sparks Profit in Farming, 1894.

For Annie E Paisley