



Hewitt Lea Funck

# Silo Catalog, 1925

Houses and silos pre-manufactured in Sumner were shipped to the Western and upper Central areas of the country.

The main device used to reach the silo consumer was a 24 page illustrated catalog/booklet that was more of an educational piece than a sales piece.

The selling was indirect. The booklet explaining the function and features of silos and in doing that, the superior benefits of the HLF silo were made evident to the reader.

Nationally the catalogs were promoted to the consumer with ads placed in newspapers and farm journals.

**BOOSTING GOOD IDEAS.**

Through C. S. Morris, the great...  
 The organization between Mr. King...  
 Every month we are helping hundreds...  
 We have a plan book that is full of good ideas for you...  
 Save as high as 60% on lumber...  
 Write for Plan Book...  
 Send for estimate...  
 Hewitt-Lea-Funck Co.  
 11200 1st Ave. S.W., Seattle, Wash.

**GET THE FACTS**  
 Here as high as 60% on a clear for all...  
 Seattle Silos...  
 LAMB AND GRANGE MEASURES...  
 STATE AGRICULTURE APPOINTED...  
 WALTER WILKINSON, Wash. Pub. B...



Hewitt Lea Funck

## National Advertising

**Buy your Silo**  
**Direct from the mill**  
 Don't pay a *fancy* price for a silo. No better silo than the Seattle, and the price is very low. Made of famous "Puget Sound" fir. Manufactured in one of our six mills. Sold direct to you at one profit above producing cost. You get *better quality* as well as a 40% to 60% saving on a

**Seattle Silo**

Save 40% to 60% on this clear fir Silo

Close and straight grain. No sap or knots. Wonderfully durable. *Doors of new patented swinging type.* Quick detachable. No lifting. Door bars form safe, strong ladder from which hoops are easily tightened. *Write today for special silo folder and how to get low shipping rates even on single silos.*



Save 40% to 60% on lumber and millwork

*Get better lumber, too.* Buy the choicest lumber and millwork at prices 40% to 60% lower than local dealers ask for inferior materials. *You are guaranteed satisfaction when you deal with us. All orders shipped within 24 to 48 hours. Reach our customers within an average of two weeks' time. Write today for catalog and price list. Send bill of materials, if you can, for estimate.*

**Hewitt-Lea-Funck Co.**  
 468 Union Avenue  
 Seattle, Wash.

Missouri Ruralist, July . 1913

**SILO**  
 of Clear Fir  
 at 40% to 60%  
 Saving

Silos cost too much, because silo manufacturers pay too much for materials and want too much profit. We produce our own material and sell you direct at one small profit.

**Seattle Silos**

are made of the finest fir that grows, from our forests in the famous Puget Sound Region. Close and straight of grain. No sap or knots. Wonderfully durable.

*The doors are swinging and quick detachable. Door bars form strong ladder from which hoops are easily tightened. A newly patented idea. Write today for special silo folder and delivered prices. We can usually arrange practically car-load rates even on single silos. Special offer to one farmer in each township.*

Save 40% to 60% on Lumber and Millwork

Cut out the five needless middlemen. Put their price-doubling profit in your pocket. Buy of the producer. We own thousands of acres of timber land in Washington, Oregon and British Columbia. One continuous operation, from tree to shipping platform—no overhead expense—no profit to pay. We guarantee materials of better quality than you can buy locally or your money refunded. All orders shipped within 24 to 48 hours. Delivery takes an average of two weeks. *Write today for catalog and price list. Send bill of materials, if possible, for estimate.*

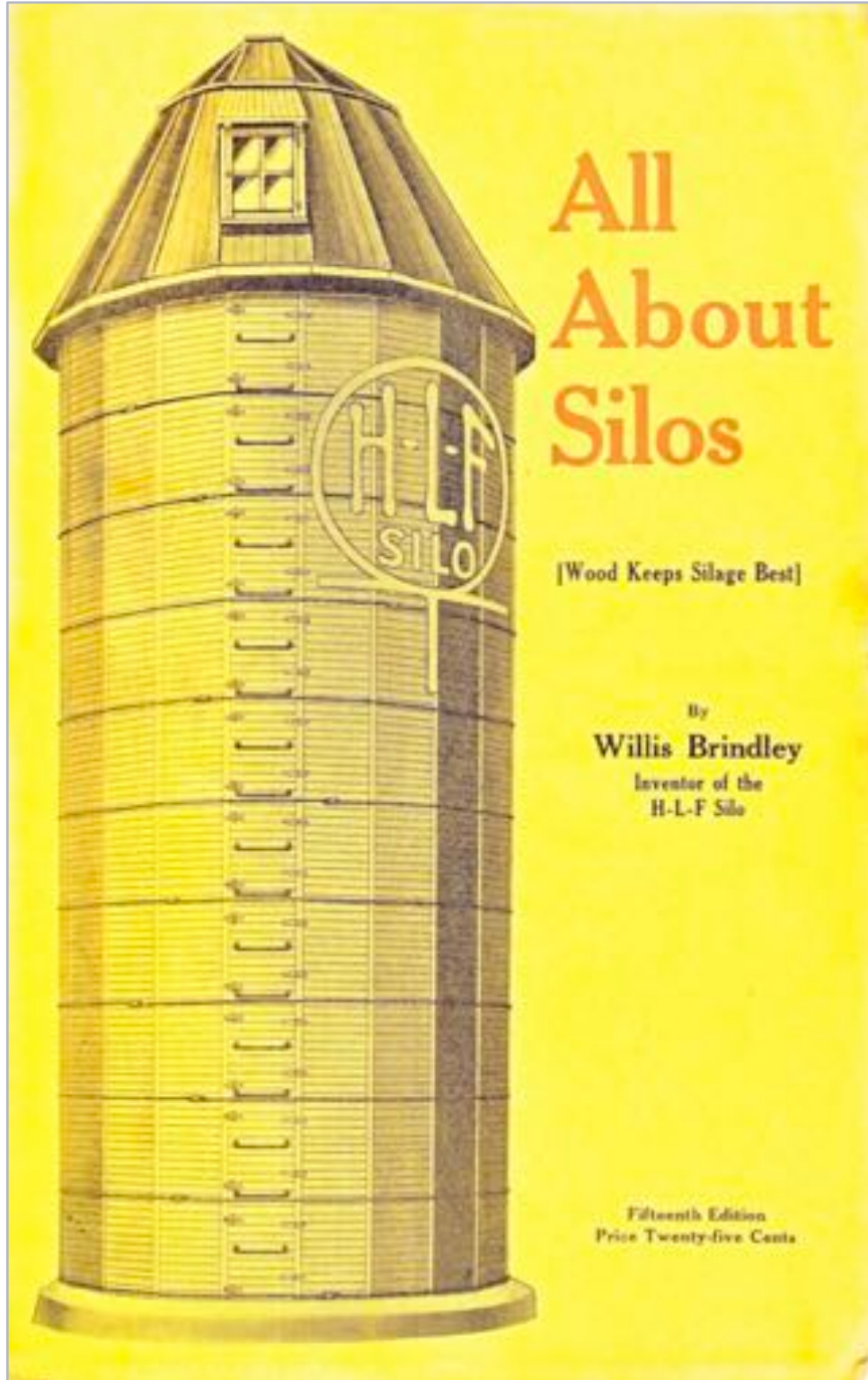
**HEWITT-LEA-FUNCK CO.**  
 470 Union Ave., Seattle,  
 Washington

Kansas Farmer & Mail, June . 1913





Hewitt Lea Funck





Hewitt Lea Funck

4014 H-L-F SILOS IN USE



# All About Silos

By Willis Brindley

Inventor of the H-L-F Silo

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*Did you ever stop to consider that it costs three times as much to provide a building in which to store hay as it does to provide a building in which to store silage? A good silo is by all odds the cheapest and best piece of equipment that a man can provide for his farm. And an H-L-F Silo is the best silo.*

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Fifteenth Edition. Published March, 1925.  
at Sumner, Wash., by

**HEWITT-LEA-FUNCK CO.**

Manufacturers of Forest Products

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Hewitt Lea Funck

## 4014 H-L-F SILOS IN USE

### ***What Is Silage?***

Silage is sauerkraut for cows. When fodder is cut fine and stored in an air-tight receptacle, a chemical change takes place through fermentation, and the result is a kraut which is palatable, healthful, and which can be kept indefinitely.

### ***What Is the Feed Value of Silage?***

Corn silage from one acre of average corn may conservatively be considered equal in feed value to five acres of good pasture. Cows thrive on silage, and their milk flow increases, just as is the case when they are put on good pasture.

### ***Should Silage Be the Only Feed?***

No; best results are obtained when silage is used with hay and a little grain to provide a balanced ration. However, good results have been obtained in feeding only silage to dry cows and other stock which are being carried through the winter. It is cheaper than any other feed.

*Hewitt-Lea-Funck Co.,  
Sumner, Wash.*

*Gentlemen:*

*I am inclosing a picture of the 14x36 H-L-F silo I bought of you some time ago for my place at Thorpe, Minn.*

*When I decided to build a silo, I investigated many different kinds of silos and finally selected yours because it seems to meet best the weather conditions of the northwest.*

*The double walls with air space keeps the silage from freezing. The rigid construction is wind proof and weather proof—no warping or shrinking, no hoops to watch and tighten. The new high roof permits filling the silo to full capacity. The silo is simple to build, low in cost of construction, and last but not least, to the average farmer, the H-L-F Silo is reasonable in price.*

*—Dr. F. A. Swartwood,  
Waseca, Minn.,  
November 19, 1924.*



P A G E

T W O

**Remember—you're buying the silo, and paying for it; get the kind you want.**



Hewitt Lea Funck

4014 H-L-F SILOS IN USE

***Just Why Is Silage Good Feed?***

Silage is the cheapest known source of the great food element known as carbohydrates and the wise farmer makes liberal use of this ration. That is why you find silos on our best stock farms. Most of the great dairy records have been made from cows fed on silage and nearly all of the prize-winning fat stock have had carbohydrates in their ration. Silage is a much better feed than corn fodder, and it is figured by competent authorities that except when corn is used entire in the form of silage, at least forty per cent of its feed value is wasted. Farmers who run their farms so as to make money are all putting in silos.

**Veteran Owner of H-L-F Silo Says He Expects It to Last Fifty Years**

*The silo which we bought from you in 1914 is the best silo in this country, and it is as good today as when erected, since it does not show any signs of decay whatever, and we expect it to give service at least fifty years more. When I erected this silo, I saved several hundred dollars in buying the H-L-F. It has given the best satisfaction in every way. Silage is the best feed for stock. The H-L-F Silo has the double-wall construction which keeps the silage from freezing as well as making the silo more substantial and durable than single wall construction.*

—Sam Bowman, Clyde, Kansas.

*1914 model H-L-F Silo built by Sam Bowman at Clyde, Kansas. The 1925 model has more hoops and a hip roof of cedar panels.*



P A G E T H R E E

**A modern farmer is both business man and dairyman; an H-L-F Silo is good business.**





Hewitt Lea Funck

4014 H-L-F SILOS IN USE

***Is Silage Cheaper Than Pasture?***

Five times as much feed can be raised when corn is grown and the corn put into a silo than is the case when same ground is left in grass for pasture. On present valuations, land must be made to work and pasture is a losing proposition. Many farmers cut down on pasturage and use silage to spell out in late summer when pasture gets short. A good many farmers are putting in a second silo just for this purpose.

*Our H-L-F Silo proves to be very satisfactory. I put it up myself and found it simple to do. I have only priced one other silo and that was four hundred dollars, so I have saved one hundred and sixty-four dollars. I wish to thank you for prompt and kind treatment. The silo certainly saves a lot of work, and I think every farmer having stock should have one.*

—Henry Kressin, Wakpeton, N. D., Nov. 4, 1925.



P A G E F O U R

**Honestly, did you ever hear a man say  
he was sorry that he owned a silo?**



Hewitt Lea Funck

4014 H-L-F SILOS IN USE

**What Kind of Hay Should Be Used With Corn Silage?**

Silage with alfalfa or clover hay makes a balanced ration and wonderful results have been obtained through the use of these two feeds alone. By the use of such a combination, stock are assured of food that is both cheap and good—which means profits in the dairy or stock business.

**Does Silage Taint the Milk?**

Emphatically, no. That old myth is pretty nearly dead. The best evidence that silage makes good milk is in the taste and in the fact that condensaries, creameries and big city dairies urge their producers to erect silos.

*The H-L-F Silo is Okay. It solves the feed problem for next winter. What if hay is short, when you have a silo full of fine silage?*

—Albert Belkholm, Brookton, Minn.

**What a 1914 Owner Says**

*My 1914 model H-L-F Silo is very satisfactory. I have not noticed any signs of decay yet. The double wall construction is all right. Silage is without question a much better feed than corn stalks. I could not get along without a silo.*

—Andrew Olson, Felton, Minn.,



P A G E F I V E

**When you buy an H-L-F Silo you are making an investment in income insurance.**





Hewitt Lea Funck

## 4014 H-L-F SILOS IN USE

### *Is Silage Good for Sheep?*

When hay was high in price, sheep men in Montana, Idaho and Colorado turned to silage with very satisfactory results. George Petrie, Turner, Mont., who bought an H-L-F Silo in 1918, reports: "I fed ensilage to ewes in order to prepare them for lambing; they all seemed crazy about it. The lambing during the following March was very successful and was a month earlier than I have ever attempted before. Two weeks old lambs found ensilage palatable and did well on it."

### *How Much Silage Should Be Fed?*

In the case of milk cows, all they will eat, which will vary from thirty to forty pounds a day, according to the size of the cow. Cows find silage so palatable that they eat it clean, so that there is no waste. For other stock than cattle, silage is to be regarded as a supplementary feed, a valuable part of a balanced ration, rather than the main diet.

### *Does Corn Make Good Silage?*

Corn has always been considered the standard silage crop. In sections where corn cannot be depended upon to ripen, it can be regarded as a sure silage crop, because it can be conserved in the silo even if caught by frost when green. Corn for silage is a reasonably sure crop nearly everywhere, and corn is being raised for silage in sections where it is not safe to depend upon it maturing for a cash crop.

*The H-L-F Silo came in good shape and it was easy to construct, as every piece of lumber is machined and all pieces fitted perfectly. We built the whole silo without scaffolding. My H-L-F Silo did not leak, which is proof that it is tight. I believe a double wall construction with a dead air space is correct for as cold a climate as we have here. By building an H-L-F Silo I saved \$200.00 on a \$420.00, and yet the quality of material is not sacrificed, and I believe that the H-L-F Silo cannot be beat for efficient service to its owner, and is simple to build.*

*—Nels O. Johnson,  
Roscoe, Minn.,  
Nov. 25, 1924.*



P A G E

S I X

**There are a great many slick agents  
selling silos; do your own deciding.**



Hewitt Lea Funck

## 4014 H-L-F SILOS IN USE

### *What Other Crops Make Good Silage?*

Cowpeas, oats, vetch, rye, wheat, barley, clover, alfalfa, Russian sunflowers—almost any green crop. Several crops may be mixed, and indeed a combination of several crops makes better silage than a single crop. It does not pay to ensile clover or alfalfa, except when the weather prevents making hay.

### *How Should Silage be Packed?*

Three things are necessary to good silage—a fine cut, good packing and plenty of moisture. Set the cutter knives to cut one-half inch and make sure that they are sharp. Have the best man and his helpers in the silo, to stamp the silage well, especially around the edges. Run water into the silo, or into the blower, while filling is going on. You can't get too much water, but if you have too little, the silage will probably either be sour because of too much acid, or have mouldy spots because too dry to provide proper fermentation. Be sure to use plenty of water.

*I have two of your H-L-F Silos, both 1475 feet, the first bought in 1920 and the second in 1922. They are the best silos that I have seen and the cheapest of all. We saved just \$200.00 on one of them by buying from you. It was forty-three below the first winter and we had only three inches of frozen silage, and last winter none at all.*

*The silos are the best thing that ever struck this country, and we would not give them up for anything.*

*—Henry Rabe, Hanover, N. Dakota, Oct. 2, 1923.*



P A G E

S E V E N

**Remember that when you buy an H-L-F Silo you deal with the manufacturer.**



Hewitt Lea Funck

## 4014 H-L-F SILOS IN USE

### *Is Silage Good for Other Animals Than Cows?*

Yes; when fed to beef cattle, it gives that hard, smooth finish necessary to get top prices. The expense of wintering sheep may be greatly reduced by adding silage to their ration. For hogs, it is better as a conditioner than as a fattener, and is especially good in increasing the milk flow of brood sows. Care should be used in feeding silage to horses and mules, but eight or ten pounds a day may be fed, and will be relished.

### *Is Silage Cheaper Than Hay?*

Silage is always cheaper than hay; generally, a silo cuts the feed bill in two. The manager of the Carnation Stock Farm (home of the famous Carnation herd at Carnation, Wash.) says that feeding two tons of silage saves one ton of hay.

*Your silo pleases me because in the construction it is built stronger, on account of double wall, and beams that go clear through. The carpenter that put my silo up stated it could blow over, roll a quarter of a mile, and back again, and still hold together. We put this silo up in 1918 in time to be filled some fall, and it is from all appearances just as plumb and substantial today as the day we put it up. The ensilage has always kept well, and Mr. Johnson, the manager of my farm, likes it very much because it does not freeze, like the single wall does. Wishing you success, I am*

*—Mrs. Ella Fitzgerald, Janesville, Mo., Sept. 24, 1923.*



P A G E E I G H T

**Farming is a business; an H-L-F Silo  
saves money, is a business investment.**



Hewitt Lea Funck

## 4014 H-L-F SILOS IN USE

### ***Why Is Wood Preferred for Silos?***

The warm wooden wall of any wooden silo permits and encourages the fermentation necessary to make silage. Silos having cold walls—concrete, tile, brick or stone—cannot be depended upon to turn out good silage around the edge, if silo is filled in chilly weather. A good wooden silo keeps silage best and lasts as long as a man wants to stay on the farm.

### ***Are Wood Stave Silos Satisfactory?***

Stave silos have given fair satisfaction throughout the country. The disadvantages of stave silo construction are due to its barrel shape. As in the case of any barrel, a stave silo will dry out when empty and, unless the hoops are kept adjusted, it very easily blows over. Also, when empty, the staves are liable to warp, making it difficult, if not impossible, to pull the silo tightly together again, so as to make a tight wall. If hoops are tight on silo when it is filled, the pressure of silage and swelling of staves are apt to strip the threads of the hoops and allow the silo to burst. Various devices have been invented to make a roof which will adjust itself to the varying diameter of the silo when empty or filled, but in practical operation it is difficult to rig a roof which will fit snugly at all seasons. Undoubtedly the stave type of silo is rapidly going out of favor.

### ***Are Concrete Silos Satisfactory?***

The chief argument in favor of concrete is that this provides permanent construction. However, it is undoubtedly true that concrete silos require considerable expense for maintenance, because the acids of the silage eat into the concrete, honey-combing it. Failures in concrete construction in the past have been due to using too lean a mixture and to failure to provide sufficient reinforcing. A concrete silo properly built, with heavy reinforcing of steel, is a fairly satisfactory article. It does not, of course, protect the silage from cold and owners admit that silage freezes worse in concrete silos than in any other type. It is frequently reported also that, when concrete silos are filled on a cold day, the necessary fermentation does not take place next to the wall, because the wall is too cold, and spoiled silage results.

P A G E

N I N E

**Investigate any H-L-F Silo anywhere—  
List of owners furnished on request.**





Hewitt Lea Funck

## 4014 H-L-F SILOS IN USE

### ***Are Cement Block Silos Satisfactory***

The concrete block silo has about the same advantages and disadvantages as the monolithic concrete silo. It must be heavily reinforced to prevent bursting, and the first cost is very high. The hollow wall construction does not to any appreciable extent prevent frozen silage, because, while the blocks themselves are hollow, the silo naturally has a solid wall at places where the blocks join. Silage cannot be depended upon to keep well at the wall of the silo.

### ***Are Cement Stave Silos Satisfactory***

Concrete stave silos are made of sectional staves, fitting end to end, and beveled to fit side to side around the circle of the silo. The staves are only a few inches thick, and the silo must get its strength almost entirely from the hoops, which have to be heavy and placed close together. Expensive equipment is necessary to make good staves; poor staves, made with too dry a mixture, crumble and pollute silage next to walls. It is necessary to keep the inside of the silo painted with rich cement to insure tightness of walls.

### **Wisconsin Owner Reports No Frozen Silage in Forty-Below-Zero Weather**

*We like our H-L-F Silo fine. We had no trouble with frozen silage in weather 40 below zero. I wouldn't be without an H-L-F silo again.*

*—August Reemhild, Prairie Farm, Wis., Oct. 12, 1922.*



P A G E

T E N

**Big interest is figured in the price  
when extra easy terms are offered.**



Hewitt Lea Funck

#### 4014 H-L-F SILOS IN USE

### *Are Hollow Brick and Tile Silos Satisfactory?*

The handsome appearance of hollow brick and tile silos is responsible for much of their popularity, although the H-L-F owners consider their H-L-F silos every bit as handsome. Brick and tile are good when well constructed, but freeze badly, and cost too much for the man who works for his money.

### *Are Pit Silos Satisfactory?*

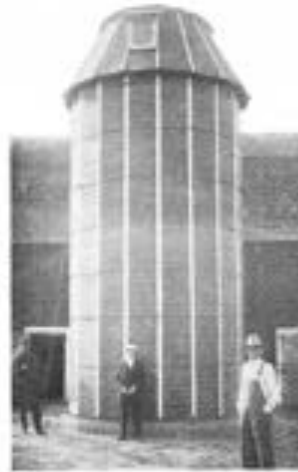
A pit silo is a makeshift. If trouble from surface water is not to be contended with, it is not difficult or expensive to construct a pit silo that will satisfactorily preserve silage. The method followed is to dig a deep hole and plaster the sides with concrete, as in constructing a cistern. When the item of labor is taken into consideration it is questionable whether a pit silo can be considered cheap. Assuming that the silo does not cave in, and that there is no trouble from surface water, the owner of such a silo must everlastingly perform heavy labor in getting out the silage by means of a windless or some other rig. Probably on the average, a ton of silage is fed daily from a hundred ton silo; with silos located above ground, this silage is pitched down, but if a pit silo is used, it must be hoisted every day, the job getting harder as the level of silage lowers in the pit.



1924  
Model  
H-L-F  
Silo  
at  
Blair,  
Wis.

At right  
C. T.  
Hansen.

At left,  
C. T.  
Christ-  
ensen.



P A G E

E L E V E N

**There are no bad debts figured in the price you pay for an H-L-F Silo.**



Hewitt Lea Funck

## 4014 H-L-F SILOS IN USE

### *Are Home-Made Silos Satisfactory*

Home-made silos are of various types, some satisfactory and some not. An early type is the Wisconsin silo, which is constructed with plastered walls inside and siding material outside. Other home-made silos are constructed after the manner of grain elevators, by spiking layers of dimension lumber together to build a solid wall; these leak air between the layers. Various other types of home-made silos have been exploited, largely by reason of the high price charged for silos before the H-L-F entered the field, but none of them has been notably successful.

### *Why Is It Best to Deal With A Reputable Manufacturer Direct?*

The man who builds a silo for himself, according to his own ideas, takes full responsibility and assumes all risk. The standard types of silos, as discussed in this book, have all been perfected after long experimentation and the early disadvantages eliminated or minimized. When a man builds a silo of a new type, and does the work himself, without expert help, he takes a chance of losing not only his silo, but, which is more important, the crop that he depended upon to carry his stock through the winter.

### **Minnesota Owner Reports H-L-F Built Strong In Every Way**

*Hewitt-Lee-Funck Co.,  
Sumner, Wash.*

*Dear Sirs:*

*In regard to your double wall silo bought this spring, I do believe it is the most complete silo for the money sold today. It is built strong in every way. Having saved a few hundred dollars by buying an H-L-F Silo, my silo is open to inspection to anyone who wants to buy a silo.*

*Sincerely yours,  
H. C. Abbe,  
Meriden, Minn.,  
Oct. 21, 1924.*



P A G E

T W E L V E

**For straight facts about the H-L-F Silo  
read this book; or see any owner.**



Hewitt Lea Funck

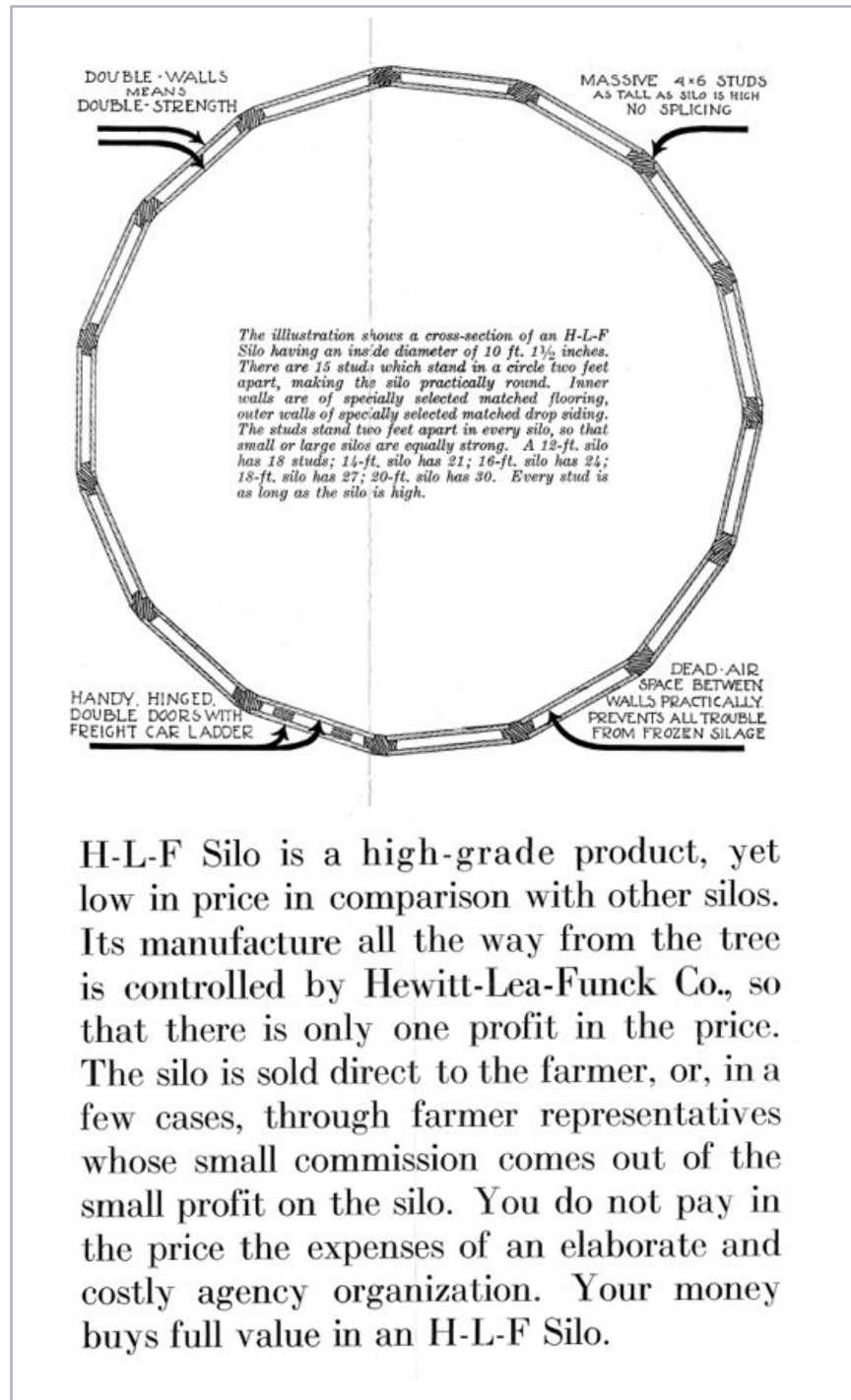
The H-L-F Silo is scientifically correct in manufacture, as the details on the following two pages graphically show. It is a strong, substantial building rather than a barrel. The double wall construction is equally desirable in mild and cold climates. It means strength, and protection of the inner wall from weather. In cold weather, the dead air space between walls provides absolute insulation against frost, and enables H-L-F owners to take their silage out with a fork instead of having to use a grubaxe.







Hewitt Lea Funck



H-L-F Silo is a high-grade product, yet low in price in comparison with other silos. Its manufacture all the way from the tree is controlled by Hewitt-Lea-Funck Co., so that there is only one profit in the price. The silo is sold direct to the farmer, or, in a few cases, through farmer representatives whose small commission comes out of the small profit on the silo. You do not pay in the price the expenses of an elaborate and costly agency organization. Your money buys full value in an H-L-F Silo.



Hewitt Lea Funck

## 4014 H-L-F SILOS IN USE

### *What Silos Prevent Frozen Silage?*

Wooden silos with double walls best prevent frozen silage. This is because dead air is the most effective non-conductor of heat and cold. Houses of double construction are warm in winter, cool in summer; thermos bottles keep liquids hot or cold because of the dead air chamber between walls.

### *Is the H-L-F Silo Guaranteed to Prevent Frozen Silage?*

The H-L-F is as nearly freeze-proof as it is practical to build a silo, but the manufacturers do not guarantee it to prevent frozen silage absolutely in excessively cold weather. Most owners report no trouble at all in weather 15 to 20 below zero. The report of Robert Hunke, Richardson, N. D., is typical of many received. He says: "I like my H-L-F Silo fine—would not be without one. I saved about \$300.00, and consider the silo one of the best buildings on my farm. It was 32 below zero last winter, but I had no trouble with frozen silage."

George Baratka, who lives at Phillips, in Northern Wisconsin, reports weather down to 50 below zero, and about six inches of frozen silage, whereas other silos in his neighborhood were frozen one and a half to two feet.

### **Goodbye Pickaxe!**

*Your silo can't be beat. I had no frozen silage at 20 below zero. I have a stave silo on my farm and silage would freeze solid, so I would have to use a pick to get it out, but with my new H-L-F 14x26 silo I had no frozen silage. Also I saved \$150.00 when I bought my H-L-F Silo.*

*John Metztek,  
Neilsville, Wis.,  
Oct. 14, 1924.*



Picture at right shows 14x26, 1922 model, H-L-F silo on farm of Ole Bjorkager, Galesburg, No. Dakota.

P A G E

T H I R T E E N

**It never pays to knock, and it never  
pays to listen to one who knocks.**



Hewitt Lea Funck

4014 H-L-F SILOS IN USE

***Is a Silo Building Stronger Than a Silo Barrel?***

It stands to reason that the H-L-F Silo building is stronger than a stave silo barrel, because the H-L-F Silo is held together by thousands of cement-coated acid-proof nails and further reinforced by hoops. The slight shrinking and swelling of the inner wall is up and down, so that the silo is of the same diameter at all seasons, and the hoops never need adjustment. The H-L-F Silo building stands hot, dry weather, when stave silos fail.

***Why Is a Double Wall Better?***

The outer wall of the H-L-F Silo serves the same function as siding on a house; it protects the inner wall from the weather. This is very important. No matter how hot the summer sun, the inner wall is shaded; thus excessive contraction when silo is empty is prevented.

*Kendrick, Idaho.*

*Hewitt-Lea-Funck Co.,  
Sumner, Wash.  
Gentlemen:*

*I cannot answer your inquiry with reference to the saving over the cost of a stave silo by the purchase of twin H-L-F Silos by me in 1920. I did not price other makes, because I wanted an H-L-F Silo. I knew that if I got a stave silo and was busy in haying time, the thing would probably fall over. I have chores enough to do now without climbing all over a couple of silos with a monkey wrench every once in a while.*

*My cows have never done so well as since I have been feeding silage and I could not get them to eat nearly so much hay as in other winters. I think a silo is the main thing in winter dairying.*

*Yours respectfully,  
William Cox.*



Picture at right shows twin silos of William Cox at Kendrick, Idaho.

**Owners of H-L-F Silos are practical farmers who work for their money.**



Hewitt Lea Funck

4014 H-L-F SILOS IN USE

# True Story of Wonderful Silo



The H-L-F Silo was invented by Willis Brindley, now manager of Hewitt-Lea-Funck Co., in 1914. It was first offered, late in the season, to farmers who had not been interested in a widely advertised stave silo.

The popularity of the silo was immediate, and a flood of orders was received. Each silo sold was investigated, and found to be giving good satisfaction. Some minor changes were made, but the principle of the silo had been proved to be absolutely correct.

In 1915, ten times as many orders were received as had ever been secured for stave silos. The H-L-F Silo was the sensation of the year.

In 1916, the H-L-F Silo, further improved and perfected, found a still wider sale, in spite of the most bitter attacks by agents for practically every other type of silo. The year 1917 found the silo so entrenched in the affection of owners that no amount of unfair and untrue criticism by competitors could stop the sale, and business has since shown a steady growth from year to year.

## Protected by Patents, but No Royalty Is Charged

Efforts to secure a patent were first made in 1914, but various technical obstructions were found, and meanwhile, as part of the attack made on the silo, competitors offered a silo of similar construction and inferior materials.

Finally, on May 1, 1917, the United States Patent office issued Patent No. 1,244,443, and this patent was assigned by the inventor to Hewitt-Lea-Funck Co., so that every owner may be assured that he is buying a silo which is absolutely protected by patent rights—a most important consideration.

It has been consistently the policy of Hewitt-Lea-Funck Co. to offer all products direct to user at a close price, and no advantage has been taken of the public because of monopoly enjoyed through patent protection.

P A G E

F I F T E E N

**The H-L-F Silo has been proved good by four thousand and fourteen owners.**





Hewitt Lea Funck

## 4014 H-L-F SILOS IN USE

### Experienced Management, Ample Capital In H-L-F Business

The Hewitt-Lea-Funck Co. is owned chiefly by the Hewitt family. The Hewitt interests control large bodies of standing timber and own a number of large mills. The Hewitt-Lea-Funck Co. is thus protected on every item of cost from the tree to the completed silo.

In 1912, it was decided by the present stockholders of Hewitt-Lea-Funck Co. to avoid doing business through middlemen, and deal direct with the users of the forest products which they made. The Hewitt-Lea-Funck Co. has now discontinued the general lumber business to devote full attention to manufacture of H-L-F Silos.

The manufacture and sale of H-L-F Silos is the only business of Hewitt-Lea-Funck Co. The silo is therefore not a neglected sideline, as with some manufacturers, but is given the full attention of men who are thoroughly experienced in every detail in connection with making and shipping of silos.

### Unmatchable Shipping Facilities Provided by Four Transcontinental Railroads

The picture at the bottom of this page shows a general view of the Hewitt-Lea-Funck Co. plant at Sumner, Wash., built new, exclusively for silo business, in 1922. Saw-tooth roof furnishes abundant light for working. Materials are unloaded, and silos loaded out, from floor level with car door. Private spur track connects with Northern Pacific, Great Northern, Chicago, Milwaukee & St. Paul, and Oregon-Washington Railroad and Navigation Company lines.



P A G E

S I X T E E N

**When you buy an H-L-F Silo, you equip  
your place with a proven success.**



Hewitt Lea Funck

4014 H-L-F SILOS IN USE

### Massive Studs Make Silo Strong

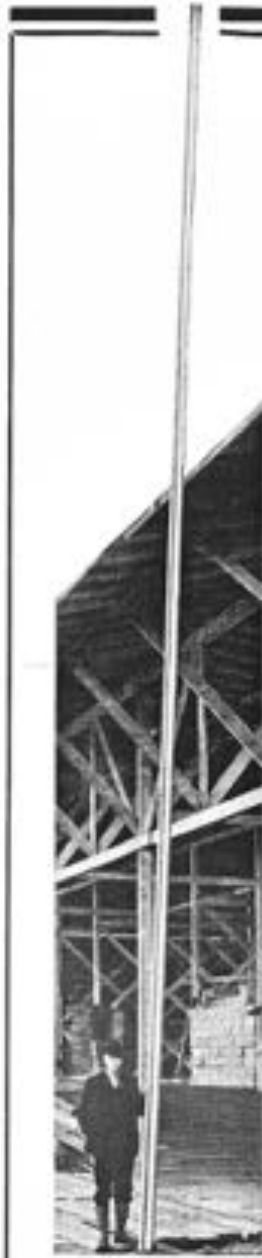
The illustration on Page 15 shows a typical Douglas fir tree. No finer tree grows in any forest in the world. From Douglas fir are made spars for ships, timbers for heavy bridge construction—anything that requires unusual strength. The United States Government has used great quantities of Douglas fir for aeroplane construction.

The trees are first cut down by means of large cross-cut saws, and the logs hauled to logging railroads by donkey engines. The rough timbers are cut in big sawmills by fast machinery and are then accurately machined to exact pattern required for silo studs.

### Every Stud as Tall as the Silo—No Splicing

The illustration at the left shows a stud for a thirty-six foot H-L-F Silo. No matter how high the silo, studs are furnished in full length. This means the greatest possible strength; no splice is as strong as an original timber.

The smaller illustration at the bottom of the page shows an end view of a stud. Note that the outer face of the stud is wider than the inner. By making this outer face wider or narrower the extra length of the outer circle of the silo is taken care of, since the flooring and drop siding used for inner and outer walls, are of the same length for every diameter.



P A G E SEVENTEEN

**There is a handy order blank fastened  
in the back of this book; use it today.**



Hewitt Lea Funck

4014 H-L-F SILOS IN USE

## Double Walls and Dead Air Space Prevent Frozen Silage

The walls of the H-L-F Silo are double, with a dead air space between. The inner walls are made of specially selected matched 4-inch fir flooring, the outer walls of specially selected matched 6-inch fir drop siding. The flooring used for the inner walls has a face width of only 3 1/4 inches, so that the slight swelling and shrinking is easily taken care of by the tongue and groove pattern. In fact, the silo looks exactly as light inside when empty and dry as when wet and partly filled.

The dead air blanket between the walls provides a certain insulation against cold and prevents practically all trouble with frozen silage. H-L-F Silos are most popular in Minnesota, Montana, the Dakotas and Wisconsin, where little or no frozen silage is reported in weather twenty or thirty degrees below zero.

*For graphic illustration showing cross section of silo and cross section --full size-- of H-L-F Patent Stud, see double page in center of book.*

### A Solid Building, Best Preserver of Ensilage and a Decoration for the Place, Says John Likar.

*Hewitt-Lea-Funck Co.,  
Sumner, Wash.*

*Dear Sirs:  
I bought the H-L-F Silo after investigating several makes. Some farmers are putting up silos that cost twice as much as mine, but mine is as good as the highest priced makes. It is a solid building, the best preserver of ensilage and a decoration for the place. The hip roof allows to heap up the silage and the dead air space between walls keeps the freezing out. I am glad that I have decided on this make.*

*Yours truly,  
John Likar,  
Sheldon, Wis.  
Nov. 3, 1924.*



*The picture at right shows 1924 model H-L-F Silo, size 12x24 feet, on farm of John Likar, at Sheldon, Wis.*

P A G E

E I G H T E E N

**Double walls mean double value; yet you actually save money in buying an H-L-F.**



Hewitt Lea Funck

4014 H-L-F SILOS IN USE

## Double Wall Construction Insures Protection for Inner Wall

The double-wall construction of the H-L-F Silo provides a maximum of strength, making the silo a building rather than a barrel. This is of great importance in cold climates, where the dead air space between walls prevents passage of cold, as is the case with a well-built house, and it is just as important in climates where the summer is hot and dry. The inner wall, being at all times shaded by the outer wall, does not warp from excessive heat. H-L-F Silos are taking the place everywhere, in climates where the summers are hot and dry, of stave silos which have twisted out of shape so as to be unfit for use, or have blown down.

Below—Glen Smith's 1924 model H-L-F Silo, size 11x30 feet, at Austin, Miss.

At right—Frank Gaudin's 1924 H-L-F Silo, size 14x25 feet, at Parkers Prairie, Miss. He says: "It took me only one day to put her up. Everything fitted fine."



*I like my silo fine and it paid for itself in feed and the difference in milk the first year. I didn't have much frozen silage either, and I saved \$200.00 by buying from you and I have a better silo. I like your double doors as no ensilage spoils at the doors. I wouldn't trade my silo for two other silos. If I need another silo, it will be an H-L-F.*

—James Winmer,  
Grenada, Miss.  
October 25, 1924.

P A G E

N I N E T E E N

**The H-L-F Silo is a strong, substantial silo building, good for many years' use.**





Hewitt Lea Funck

4014 H-L-F SILOS IN USE

## Double Doors; Sensible Hinges; Freight Car Ladder at Doors

H-L-F Silo doors are clearly shown below. Doors are factory-built, ready to put on; 33 inches high; strap hinges, inner hinges being galvanized; standard freight-car step fastened alternately to door and distance piece above; inner doors held by hook and eye and by pressure of silage; outer doors securely closed by special fasteners.

**Hoops** Hoops with lugs are furnished to go around silo at distance piece above each door except the top one, with an extra hoop for the bottom of the silo. Hoops never need adjustment.



P A G E

T W E N T Y

The H-L-F Silo is a real silo for real farmers; practical, handy, dependable.



Hewitt Lea Funck

4014 H-L-F SILOS IN USE

## New Fuller-Filler Hip Roof Free With Early Orders Only

The new Fuller-Filler roof is an added improvement for H-L-F Silos, introduced for the first time with 1924 model H-L-F Silos. The old, conical roof was good, but the new roof is better.

The Fuller-Filler roof is of the popular hip design, made in panels at our factory, ready to put on. It is of cedar, the everlasting roof covering, each panel built in a form over substantial cleats cut to permit toenailing to rafters. Rafters cut exactly to fit. Dormer material cut to fit. Dormer window furnished as shown. Hip design provides additional storage room in silo by permitting filling silo absolutely full.

Price of Fuller-Filler roof is low—only \$43.85 for any size silo. Roof furnished FREE with early orders only.



P A G E

T W E N T Y - O N E

**Cash is king. So-called liberal terms  
mean that you pay for bad debts in price.**



Hewitt Lea Funck

## 4014 H-L-F SILOS IN USE

### Easy to Erect and No Scaffolding Needed Nor Expert Help

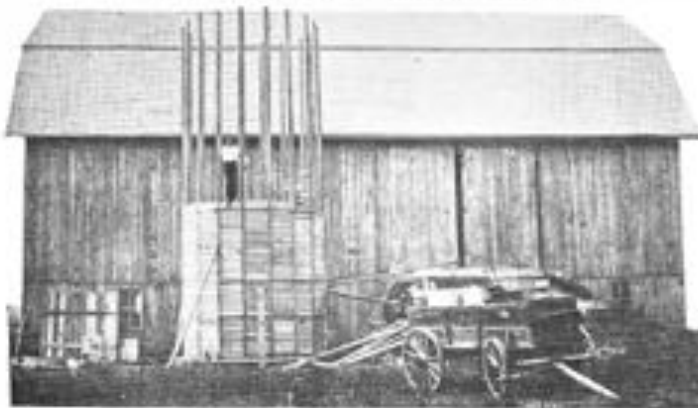
Any man who can nail a cover on a box or a board on a fence can build an H-L-F Silo. It requires no expert help, and in a great majority of cases the farmer and his boys do the work. Every piece required for the silo is exactly cut to fit; all you need to do is to put it together, and this is an easy job.

Raising of the studs requires two or three men to each stud, or perhaps four in the case of the tallest silos, since every stud is as tall as the silo. The foundation is first built, preferably of cement, and the sills are imbedded into the concrete or spiked through to the foundation before the cement has hardened.

The sills are mortised as shown on the next page, and the bottoms of the studs framed to fit the sill. (This is done in the H-L-F factory.) When the studs have been raised and temporarily braced, there is nothing to be done but to nail on the siding lumber. Special acid-proof, cement coated nails are furnished, and the siding lumber is bored to take the nails, insuring the nails being properly placed and preventing any danger of splitting the boards.

The hoops and doors are put in place as construction of the silo progresses. The silo is generally built without scaffolding, by simply laying plank across to stand on when nailing. Complete illustrated directions are furnished.

Building Otto Fretsch's H-L-F Silo at Sumner, Wis.



P A G E T W E N T Y - T W O

**Cows and Silage—money every month—no more  
crop gambling. Try it once; you'll like it.**



Hewitt Lea Funck

4014 H-L-F SILOS IN USE

## All You Need Is Common Sense and a Hammer Silo Is Complete



When you buy an H-L-F Silo, you get a complete silo. Here's what you get: Specially milled patent one-piece studs; sills; matched flooring and drop siding for walls, cut exactly 23 1/2 inches and bored for nails; all necessary cement-coated nails and other hardware, including steps, hoops with lugs, hinges, door fasteners, factory-built doors, and free with early orders, the new Fuller-Filler roof, with dormer and dormer window. Every item stenciled with owner's name to insure safe arrival. Inside and outside paint, anchors and chute furnished at small prices if you want them—see next page.



P A G E T W E N T Y - T H R E E

You can make good silage from frosted corn  
—a silo is the best kind of corn insurance.





Hewitt Lea Funck

4014 H-L-F SILOS IN USE

## Accessories Reasonably Priced—That's the H-L-F System

When you buy an H-L-F Silo you get a complete silo. The accessories listed below we advise you to get, and the prices are figured right down to rock bottom, because this is the H-L-F way. But you will have a complete, workable silo outfit without any of them. Standard accessories are described below.

### H-L-F Acid Proof Paint to Paint Silo Inside

It is the acetic acid in silage which eats into iron and concrete, weakening iron silos and making it necessary to plaster concrete silos frequently. This same acid will, in time, make any wooden silo decay. Old-growth yellow fir, which is used in all H-L-F silos, is better able than any other wood to withstand the attacks of acetic acid and on this account was chosen as the material for all silos sold by Hewitt-Lea-Funck Co. An H-L-F silo will be good for many years without treatment of any kind, but to make it practically everlasting we recommend the application of H-L-F Acid-Proof Paint. This paint, which was developed after a three years' search, forms an impervious shield over the wood, dries quickly, prevents decay, is waterproof and is absolutely unaffected by the acids in silage. One thick coat is all you want. We guarantee this paint to give complete satisfaction.

### H-L-F Outside Silo Paint Protects Your Silo

Any structure built of wood will last longer and look better if it is painted. Your silo needs paint just as much as your house or barn, but because some farmers prefer not to paint the silo, and others must get paint locally in order to match some peculiar shade used on other buildings, it has been found advisable not to include paint with the silo, but to sell it at a very close price to those who want it. We quote you the delivered price of enough H-L-F Quality Barn Paint to give your silo two good coats and we take away from you the worry that you will run short of paint by guaranteeing to provide for the price shown, enough to give the silo two good coats outside. The paint furnished is made especially to our order, and we had to agree with manufacturer, in getting a low price, to use only red; hence this is furnished only in red, with white paint for striping studs.

### Get Chute and Save Muss in the Barn Yard

A chute saves waste of silage and muss in the barn yard. Furthermore, it saves labor, because with a properly constructed chute it is possible to pitch the silage right into the cart or wagon which is used for carrying to stock. H-L-F experts have devised a chute which is handsome in appearance, very strong and serviceable, and inexpensive. The chute covers the door opening, with plenty of room for the outer door to swing out, and extends out three feet, so that a man can climb up inside it without crowding. Two-by-fours are used against the silo and to provide nailing surface at the outer corners, and the chute is braced so that it is self-supporting, needing no extension of studs to the ground. Siding material furnished is drop siding, to match the silo, and the completed chute is a handsome job. Order as many running feet as you require. A chute is a good investment.

### H-L-F Guy Wires Hold Silo Everlastingly

Many H-L-F Silo users claim that it is not necessary to anchor the H-L-F Silo with guy wires, and several hundred silos have withstood hard winds without being anchored. Nevertheless, the wise farmer will want to make sure that his silo is firmly fastened, so as to be safe in case of an unusually severe wind storm. If you live in a country where high winds are unknown, or if you protect your silo by building it against a barn, you will probably find that securing the silo through to the concrete base is all the anchorage you need. H-L-F anchors are sold in sets of three, complete with 5/16-inch wire rope, long enough to pass from top of silo around "dead man" buried in the ground; 1/2-inch eye bolts, clips to hold wire, and turnbuckles. You can't buy better anchorage for any money. Price is only \$12.00 per set of three, which is pretty cheap safety insurance.

P A G E

T W E N T Y - F O U R

**You can make silage out of crops that are not good for anything else.**



Hewitt Lea Funck

# Yes, Bernard Baeseman Likes His H-L-F Silo-

I have one stave silo, and one hollow  
of tile silo, & one H. L. F. Silo. but the last one  
very little there is the " " " because there was  
where in the frozen silage found in this one,  
at home. & the others we had to use the pick to get  
is a couple hundred dollars. The hollow tile & the H. L. F.  
Yours, Bernard Baeseman

Because—  
It's the Best  
of Three  
That He Owns.