

The Farmer's Advocate AND HOME MAGAZINE.

THE LEADING AGRICULTURAL JOURNAL IN
THE DOMINION.

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JOHN WELD, MANAGER.

Agents for "The Farmer's Advocate and Home Journal,"
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1. THE FARMER'S ADVOCATE AND HOME MAGAZINE is published every Thursday. It is impartial and independent of all cliques and parties, handsomely illustrated with original engravings, and furnishes the most practical, reliable and profitable information for farmers, dairymen, gardeners, stockmen and home-makers, of any publication in Canada.
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foundation when the actual expenses are taken into consideration. If the farm is situated some distance from town or shipping point there is still a field for specialization, and the produce should be such that frequent trips to the depot are not necessary. Here the finished articles might be driven away on foot twice a year, as a number of finished bullocks or a few loads of hogs would soon dispose of a season's work and sell the crop in a most economical way. Eight, finished bullocks weighing on an average 1,200 pounds, and thirty hogs, finished at 200 pounds each, should not be over-estimating the possible output from a one-hundred-acre farm. One can see at a glance that the marketing of this output would require only a small amount of time, while the remainder could be expended on the farm itself. The reports of markets for two decades reveal the highest prices in September for fall hogs. Farmers wait for the threshing before they finish, with the consequence that the hogs are being sold in October when money is scarce and notes come due with the inevitable result of falling prices. The weakening market is not the result of heavy offerings so much as that money must be had and the hogs are the source of revenue. The market appreciates this condition and takes advantage of it. A producer with business acumen will study markets and the causes of fluctuations, and then with his knowledge of estimates and averages will see when it pays him best. Reviews of past seasons point to September in the fall, and late April and early May in the spring as the periods of highest prices on the hog market.

The best prices cannot be expected, however, if there is not a choiceness and uniformity about the litter or litters. English buyers will purchase Danish bacon F. O. B. without any fear as to the quality of the produce. Uniformity and high quality is a feature of their trade and the output is always up to grade. This is made

possible by a uniformity of the swine of that country. One may drive one mile, ten miles or one hundred, and the hogs he sees are all the same. Specialization has passed the individual stage in that little country. It is an attribute of the whole nation. Proper finish and quality one year after another is a distinguishing feature that makes a farmer known to the buyers, who always keep his farm in mind and find it when they want the goods. To progress it is necessary to be above the average, and the producer must maintain more than the average quality of stock, must have more than the average knowledge of markets and values, and on the whole must get beyond that ordinary hum-drum file of average producers.

A Plea for More Paint.

All nature takes on color in the spring and in keeping with her efforts man may add greatly to the general appearance of the structures with which he has either beautified or defaced the spots of earth on which they stand by applying a coat of paint. We were going to say a "fresh" coat of paint but in riding through the country, one sees such a small percentage of out buildings that have yet received their first painting that the word "fresh" would not apply. No one fails to appreciate the difference in appearance between a farm-stead with well-painted buildings from the dwelling house down along the line of driving shed, implement shed, main barn on to the piggery and even to the hen house in the sheltered far corner of the farm-yard and yet painting has been badly and often inexcusably neglected.

Speak to a group of men about painting their buildings and it will be revealed that of the two advantages generally recognized from the practice—appearance and economy—nine out of ten will think of the former first and will in a sense forget all about the increased wearing power which paint gives wooden and other structures. Right here seems to be the reason that more paint is not used on country buildings. The man on the land is practical and must see plainly the economy of a practice before he accepts it on his own farm. Perhaps he gets beauty enough from the large supply of it which Nature bestows round about him and does not care to add to an already generous supply or to enter into any beauty-show competition with nature. He has been told, so many times by his city cousin about the beauties of nature and the gorgeous surroundings of farm life that he takes it for granted that the landscape in his locality is a fit subject for the best artist without adding any color to his farm buildings or to the posts sustaining his front fence. It is because people have placed appearance before economy in connection with painting that paint is not at present acting as a preserving covering on more farm structures. We would not detract from the appreciation of the enhanced appearance of painted structures but we would urge people to place more weight on the economy of periodically painting the house, the barn and other outbuildings as a preservative to increase the longevity of these farm structures. Nothing approaches the mixture of oils and white lead with coloring matter to "brighten up". Get a correct aspect of the economy of the thing. Dollars are in it in these days of high-priced building materials and no man can afford not to preserve his buildings. He insures them against fire and he should insure them against the action of the weather. There is money as well as virtue in the smelly, sticky mixtures, forming paint. Apply them freely.

Quality the Fairest Basis.

All products from the egg to the heaviest steer or gelding turned off the farm should be sold on a quality basis. The progressive farmer should not longer put up with the flat rate prices which apply to so many of his products. It is time purchasers changed their system of buying and if they do not see it the producer should give them a lesson. The city business man advertises "goods that are different." He strives to have and to hold some exclusiveness in what he offers to his customers and upon his success in

keeping his store more or less exclusive depends a large measure of the profits finding their way into his cash tubes month after month. To be exclusive requires effort and especially is this so in connection with agricultural products, but it is the finishing touches which command the price and when they are put on and the matter demonstrated to the right kind of buyer there is usually little difficulty in obtaining a steady market at an advanced price.

Time was when all eggs were only eggs and sold at the same price per dozen and in many places this is still the case, but, where it is, the man producing the really high-class article must accept a lower price than his eggs are really worth in order that the dealer may not lose money on the inferior lot furnished by the careless poultry keepers. But there is a way to get free from the shackles of average or inferior quality which bind the producer of better eggs to his more careless brother producers. All he needs to do is to take special precautions with his eggs, stamp them with date of laying and grade them and sell them through an egg circle and he gets the exclusive price.

Practically the same thing is true of dairy butter. Butter a few years ago was just butter. It is different now. The man who has a good dairy herd kept under recognized sanitary conditions, is cleanly in his operations and endeavors to keep everything in connection with his product above reproach and then wraps the butter in special papers with the name of the dairy stamped thereon does not long need to put up with the average price. He has an exclusive article—goods that are different—and it commands a better price as it should.

Carry the same principle throughout the products of the farm. The man with a reputation for feeding a uniform, high-quality bunch of cattle each year, which really are his trade mark, generally pulls a little higher price than the fellow who may have any old type of cattle in his stalls. The same is true of pigs and lambs, and even with horses the buyer will generally pay a little more where he knows the class of horses handled. It pays to be exclusive. There is money in farm products that are different and yet there are so many products for which, so far, no premium has been placed on quality. For example the creamery. A small percentage only of creameries handle cream on a quality basis and yet there must often be even more than a difference of two cents per pound fat in the quality of cream supplied. Under such conditions there is little incentive for the producer to take pains with his product. This is only one of many such cases where the producer is not given due recognition for his care. He should first be sure his goods merit the higher price and then should insist upon getting it. In time it must come.

Nature's Diary.

A. B. Klugh, M.A.

Plants which are abundant both in number of species and individuals in our May woods are the Violets. They appear in various colors—violet, dark blue, pale blue, yellow and white, but whatever their color the form of the flower stamps them all as Violets—members of the genus *Viola*. The flower has five petals, two standing almost straight up, one spreading out at each side and a broader one beneath. This lower petal gives the bees and butterflies a resting place when they are seeking the nectar, and it is prolonged backward into a spur, which is of greater or less length depending upon the species under consideration. The spur forms the nectary of the Violet and in order to reach the nectar the insect must thrust its tongue through a little door guarded by both stamens and pistil. The insect thus becomes laden with pollen and carries it from flower to flower.

Most of the Violets produce another kind of flower besides the showy ones, little flowers which are borne on short stalks, which have no petals and never open. These flowers are perforce self-pollinated, and in many species produce an abundance of seed. The seed from the showy, cross-pollinated flowers would tend to produce plants inclined to vary, while those from the small non-opening flowers would tend to carry on unchanged the characteristics of the plant which bore them.

The handsomest of all our Violets is the Hooded Blue Violet. When it grows in damp open places the flower stalks become very long and the flowers of a truly tremendous size for a Violet,