

TEN ACRES AND A LIVING

She Was Young, Popular, and Had Been Reared in the City.
Everybody Laughed When She Decided to Farm—
But That Was Four Years Ago.

When she decided to be a farmer everybody laughed. She was young, popular, unusually fond of frocks and fun. She had been reared in the city. She didn't know a Jersey from a Hereford, or a Wyandotte from a Plymouth Rock.

"You'll be back in six months," her friends said.

Four years have passed. Mrs. Charles S. Tupper still is "buried" in the country. Moreover, she is supplying eggs, chickens, honey, and home-canned goods to those of her former associates who are willing to pay for quality.

"Farming," said Mrs. Tupper, "is the ideal vocation for the woman who feels the modern desire for a job and the need of marriage and a home."

"I never wanted a job so keenly as when I found myself in a small city apartment without enough to do to keep me busy. After I'd swept and dusted and prepared meals for two. I had hours of time on my hands. The corner bakeshop, the laundry, and modern conveniences had thrust upon me more leisure than I could use."

Mr. Tupper is a young engineer whose work takes him to various parts of the Dominion. In his absence I felt strongly the need of filling up my idle hours in some interesting, useful way.

"I didn't quite like the idea of spending all my spare time on cards, calling, women's clubs, and social pleasures. I longed to be a real partner to my husband and to share in making the family income as well as spending it."

We had a few thousand saved for a home, and were trying to decide where to build. One day it flashed upon me: Why invest in city property? Why not a little farm? Then we'll have a home; I'll have a job, and can make our living."

The idea materialized into a modern bungalow on a 10-acre farm in Ontario, an hour's drive from a small city. Mr. Tupper's salary furnished working capital for the enterprise and Mrs. Tupper has found congenial work as farmer-in-chief.

Poultry, bees, and a vegetable garden are Mrs. Tupper's specialties. Her side lines are a pig and a registered Jersey cow. She looks after the poultry, works in garden and apiary, and milks the cow herself. She employs very little help.

"It wasn't difficult to get a start in learning to farm," Mrs. Tupper explained. "I visited farms and studied the methods of farmers and their wives. I asked lots of questions."

"I didn't have any old fogies to unlearn, and I didn't acquire any. I went straight to the agricultural college and the provincial poultry experimental station for instructions. While I was living in the country supervising the building of the bungalow, I read and digested every bulletin I could get. I'm still studying bulletins. I subscribe for several farm papers and a bee journal."

"Of course, I learned a great deal from the practical experience of the people about me, but I checked up everything to the rules and directions of government principles agricultural experts, which may be had for the price of a postage stamp. I tried to take orders intelligently. I ignored old rules for poultry and beekeeping."

Mrs. Tupper's chickens are hatched in incubators, hatched in a coal-heated brooder house, fed according to experiment-station directions, and reared in poultry houses built from experiment-station designs. From the first they have been practically free from lice and disease. She gets winter eggs. Even in zero weather and fed present costly feed, her spring pullets more than pay their way.

"Bees responded as readily to proper treatment," she said. "My second season I harvested \$265 worth of comb honey from twenty working swarms. And I was stung not a half-dozen times at that."

Some of Mrs. Tupper's neighbors were inclined to joke at first at her appetite for bulletins, her belief in experts, and her rigid insistence on pure-bred stock and poultry. They admit now that her faith has been justified.

If Mrs. Tupper had trod in the well-worn neighborhood ruts, she would have marketed her produce by the country-store-commission-man-retailer-consumer route; but again she did not. From the first she planned to plug the leakage of farm profits in middlemen's commissions. When she had anything to sell she put on a good-looking tailored suit, a becoming hat, smart shoes and gloves, and went to the city to talk to ultimate consumers.

The consciousness of being dressed appropriately—not expensively or ornately—is a valuable aid to the farm saleswoman, Mrs. Tupper thinks. "If a salesman comes to me shabbily dressed or flashily dressed, I can't give him a fair hearing," she said. "I may let him talk on, but I decide against him the instant I look at him. So I reasoned that a trim, pleasing appearance would be as valuable an asset to me as to the men who sell pickles, insurance, or gilt-edged bonds. It would mean a favorable first impression and open the way to show samples and make a sales talk."

"If I tried to interview a prospective customer handicapped by the consciousness that my skirt hung badly or that my shoes were shabby, not only would I be timid and ill at ease, but my appearance would suggest to the city buyer the very alphoneness and lack of reliability he fears in buying direct from the farm."

"I go strong on attractive samples. It would be useless to try for fancy prices if I brought home to town in mean-looking cases or rusty cans. A slight drip down the side of a package might not be proof positive of poor

quality, but it would frighten away a careful buyer. Likewise, I do not illustrate my egg sales talks with a sample dozen of odd sizes and shapes. It is needless to add that goods delivered to customers must be of the same quality and appearance as the samples, and that one must keep one's promises to the dot. A little well-directed enterprise will land a customer, but only good service can hold him."

When the current wholesale price of honey was \$3 a case, Mrs. Tupper's comb honey has been in demand at from 20 to 30 cents a pound. She disposes of every pound to private customers and to one grocery store which caters to "fancy" trade. She sells eggs from her 400 Wyandottes at from 4 to 6 cents more a dozen than the country store is paying its patrons who bring in eggs and "take them out in trade."

Mrs. Tupper figured that if a trade-mark has advertising pull for a manufacturer, it would help the farm business. She christened her 10-acres "Graceland Farm," and this name is stamped on everything that leaves her place. She had cards printed bearing the name of the farm, its telephone number, and its products. Graceland Farm is also emphasized on letter heads.

"Prompt attention to correspondence is an easy method of advertising a farm business," she suggested. A typewritten letter on letterhead stationery, mailed promptly, creates a pleasant impression on the man who has written to inquire the price of a setting of eggs or a trio of chickens.

"Suppose I delayed a week and wrote the reply with pen and ink, or worse, with a pencil on ruled tablet paper? I'd stand a good chance of losing a customer, wouldn't I? If I didn't miss an order outright, I should certainly leave a suggestion of inefficiency and carelessness which could only be charged to the debit side of the business."

She has found that a \$50 typewriter and a letter file have helped greatly to create the good-will which is as essential to the farmer business woman as to the woman who runs a millinery shop or an insurance office.

Mrs. Tupper has encouraged automobile trade. Her apiary is within sight of the road, and a "Honey for Sale" sign brings many a customer. Many of her city patrons have the habit of driving to the farm and returning with a hamper laden with eggs, honey, butter, or canned stuff from the vegetable garden. The garden last summer supplied material for more than 900 cans of vegetables.

"The neighbors smile at her zeal for fairs and poultry shows. 'It isn't fun to smother it's business,' she tells them."

It was cold, disagreeable work, for instance, to prepare an exhibit for the National Exhibition at Toronto last fall; but Mrs. Tupper felt repaid. She won first prize on pen, first and second on pullet, and fourth on cockerel. Then she exhibited at the County Fair with even better success.

"These prizes will add to the value of every chicken I have, and to all my poultry products. They give me another advertising point," she said.

"The shows gave me a fine opportunity to meet possible customers and to make friends for my business. I was on the job for days. I met scores of people and distributed hundreds of cards. I learned a lot, too, in talks with judges and experienced breeders."

The Tupper bungalow is neat and attractive. In spite of her duties in the poultry house and apiary, Mrs. Tupper serves appetizing meals. She finds time for church work and neighborhood calls, and gives every Thursday to the Red Cross.

The housework is speeded up with such conveniences as hot and cold water, kitchen and bathroom, and steam heat. The kitchen is an efficient little workshop lined by cupboards and shelves. Mrs. Tupper can sit before her kitchen cabinet and prepare a meal without moving about for ingredients and utensils. A service wagon saves steps between kitchen and diningroom.

The floors of the bungalow are of hard wood. They are waxed a few times each year, and a little work each morning with dust map and carpet sweeper keeps them in good order. The washing is sent out.

"I couldn't earn an income from the farm if I had a farmhouse without modern improvements," Mrs. Tupper declared. "Reducing drudgery to a minimum is only plain business sense. Laundry work, scrubbing, and dishwashing has a low economic value. Such unskilled labor eats up the time and strength one needs for the more profitable and interesting tasks of farm management, accounting and correspondence, advertising and marketing."

Clean out the houses thoroughly twice a year, four times is better. Clean the windows and every part of the house. Keep the floors clean as often as necessary. Use tobacco stems in all nests. Keep the setting hens out of the poultry house. Broody hens are always lousy.

The walls and perches, nests, floors

and ceiling can be sprayed with a 5 per cent. solution of cresol. When this has dried spray with 1 part carbolic acid or cresol and 3 parts kerosene. Fill or flood every crack, crevice and smooth surface with the spray. After the whole house has been thoroughly cleaned, swept and washed a 5 per cent. solution of formal acid also makes a good spray.

These solutions must not touch the skin, and if they do wash it off at once. Be particularly careful not to get them in the eyes, which might cause loss of sight.

It Will Never Die Out. If you and I had a farm as big as might be covered by the sheets of paper that have been written over by men and women complaining that this world of ours is growing cold and self-fish, we should have more land than any of us ever will own. Let me say all I have to say in reply to this wicked charge against the men and women of our day in just four words. It is not so!

A neighbor of ours had a nice young horse get sick one day. I know of men with so much of human interest and love in their hearts that they went to the help of that neighbor, sat up with the poor suffering animal night after night for days and days. It was cold in the barn, but they did not mind it. They gave the horse their medicine, rolled up in horse blankets, and wormed their way into the haymow until it was time to care for the animal again. Only a horse, but it was a living thing, with a heart in it; and it belonged to a friend.

No; love will never die out of the human heart. It may seem some times as if men are too busy to be good and kind, but let anything happen to the humblest farmer in the community and the grass will be all trampled down about his door by those who come to do him a good turn.—E. L. V.

For lubricating moving parts of machinery an inventor has patented a perforated bolt containing a wick to be soaked in oil.

Wool to be reknit should be raveled in a colander and set in the steam over a vessel of boiling water. Cover the colander and let steam until the wool is straight. Dry in the air and then wind.

You pay the same war tax on a pound of cheap, poor tea, that you pay on Red Rose.

In other words you pay 10¢ war tax on a cheap tea which will make perhaps 150 cups to the pound and you pay the same 10¢ tax on a pound of Red Rose which easily makes about 250 cups.

You will find today more value, more economy, more real satisfaction in Red Rose Tea than ever before.

It is truly a war time tea.

T. H. Estabrooks Co.

LIMITED

St. John Toronto Winnipeg Calgary

Canadian Food Control License No. 6276



Hogs

Hogs suffer more from heat than any other class of farm stock. If kept in open yards exposed to the sizzling rays of a hot sun they will do well to keep alive, even though they are consuming sufficient feed to make two pounds of pork a day. Sunshades mean comfort, and comfort brings economy in the use of feed, rapid gains in flesh and increased profits at the season's end.

Hogs do not perspire. Other animals are provided with pores to carry off excretions and remove the heat from the body, but not so with the hog. A few large pores on the legs provide the only means of carrying off these excretions, while the thick layers of fat check the radiation of heat from the body. As a rule hogs are fed more heat-producing food than other farm animals and in the work of converting this feed into meat there is a great amount of heat which cannot escape.

It is astonishing to note how many farmers compel their hogs to lay in the sun and suffer during the summer days. If the herd has the run of an orchard or shaded lot they will not need artificial shade. However, if they are confined in open lots sunshades should be built to protect them. A cheap and efficient shade can be erected in a few hours at practically no cost aside from labor. A few posts, some old boards or saplings and a straw or hay roof makes an excellent shade and is preferable to one of boards, as the straw or hay roof is cooler than one of lumber.

Plan the yards so that the sunshades may be erected at the highest point so that the hogs will get the full benefit of every breeze. Losses from overheating can be guarded against only by providing a retreat for the animals during the heat of the day. If the days are extremely hot sprinkle the ground under the shades with water. One barrel of water used to sprinkle the ground under the shades will help keep down the temperature several degrees, during the heat of the day.

Poultry

Few poultrymen realize the importance of fresh water to fowls. It is not only required from the standpoint of health, but it is a big factor in egg production. Keep a liberal supply of fresh water before the fowls every day throughout the year.

In winter usually once a day is sufficient for fresh water, but during warm weather twice a day is imperative and three times will be better. The drinking receptacles must be kept clean. Wash them daily during warm weather and two or three times a week during cold weather. Disease lurks in dirty water.

In cold weather feed first and then water with tepid water. Early hatched chicks should not have cold water, it chills them and sometimes they drop dead soon after drinking. Tepid water, on the contrary, acts like a tonic.

Clover is one of the most valuable feeds, containing shell forming material and should be a part of every ration. Hens fed clover will lay better than those without it. Clover can be chopped and mixed with meal and with mash. Clover is the cheapest green food that can be grown for poultry.

Clean out the houses thoroughly twice a year, four times is better. Clean the windows and every part of the house. Keep the floors clean as often as necessary. Use tobacco stems in all nests. Keep the setting hens out of the poultry house. Broody hens are always lousy.

The walls and perches, nests, floors

and ceiling can be sprayed with a 5 per cent. solution of cresol. When this has dried spray with 1 part carbolic acid or cresol and 3 parts kerosene. Fill or flood every crack, crevice and smooth surface with the spray. After the whole house has been thoroughly cleaned, swept and washed a 5 per cent. solution of formal acid also makes a good spray.

These solutions must not touch the skin, and if they do wash it off at once. Be particularly careful not to get them in the eyes, which might cause loss of sight.

It Will Never Die Out. If you and I had a farm as big as might be covered by the sheets of paper that have been written over by men and women complaining that this world of ours is growing cold and self-fish, we should have more land than any of us ever will own. Let me say all I have to say in reply to this wicked charge against the men and women of our day in just four words. It is not so!

A neighbor of ours had a nice young horse get sick one day. I know of men with so much of human interest and love in their hearts that they went to the help of that neighbor, sat up with the poor suffering animal night after night for days and days. It was cold in the barn, but they did not mind it. They gave the horse their medicine, rolled up in horse blankets, and wormed their way into the haymow until it was time to care for the animal again. Only a horse, but it was a living thing, with a heart in it; and it belonged to a friend.

No; love will never die out of the human heart. It may seem some times as if men are too busy to be good and kind, but let anything happen to the humblest farmer in the community and the grass will be all trampled down about his door by those who come to do him a good turn.—E. L. V.

For lubricating moving parts of machinery an inventor has patented a perforated bolt containing a wick to be soaked in oil.

Wool to be reknit should be raveled in a colander and set in the steam over a vessel of boiling water. Cover the colander and let steam until the wool is straight. Dry in the air and then wind.

Good condition and good manners in the show ring will not be of much value unless the horses are well groomed. Use the comb and fibre-brush followed by the hair-brush every day. To remove dirt, dampened sawdust should be rubbed into the hair and brushed out with a stiff bristled brush. The mane and tail should be combed daily.

Parts should be separated with the fingers, since the comb is likely to pull out the hair. The appearance of the animal is improved by singeing the long hairs about the jaws and ears with a lighted candle.

AutoStrop

SAFETY RAZOR

The Choice of all Ranks

Shaving under trench difficulties at the front will quickly convince "him" that the AutoStrop is the only practical razor. It is the only razor that sharpens its own blades and consequently is always ready for instant service.

Anticipate your boy's request by including an AutoStrop in your next overseas package.

Price \$5.00

At leading stores everywhere

AutoStrop Safety Razor Co., Limited

83-87 Duke St. Toronto, Ont.

AutoStrop

Safety Razor Co., Limited

83-87 Duke St. Toronto, Ont.

AutoStrop

Safety Razor Co., Limited

83-87 Duke St. Toronto, Ont.

AutoStrop

GOOD HEALTH QUESTION BOX

By Andrew F. Currier, M.D.

Dr. Currier will answer all signed letters pertaining to Health. If your question is of general interest it will be answered through these columns; if not, it will be answered personally if it is stamped, addressed envelope is enclosed. Dr. Currier will not prescribe for individual cases or make diagnosis. Address Dr. Andrew F. Currier, care of Wilson Publishing Co., 73 Adelaide St. West, Toronto.

Blood Medicines.

Blood medicines are evidently those which are supposed to improve the quality of the blood—to "purify" it, as so many people say who have no very clear idea of what this statement means. The largest portion of the blood is water. In addition, it contains the red and white corpuscles, the blood cells; furthermore, it contains, in solution, various mineral salts, albuminoids, and fats.

These various substances are derived from the food, and distributed over the body for its upbuilding; if there is too much or too little of any of them, disease would be the result, and the best way to remedy it would be to supply foods containing the elements which are wanting.

But the wastes of the body are also carried by the blood—chiefly as carbonic acid and urea—the first of which is carried to the lungs for elimination, and the second to the kidneys. The blood may also contain substances which are foreign to it, like sugar, bile, disease-producing bacteria, and animal parasites.

In diabetes, sugar is circulating in the blood. In inflammation of the liver bile, filaria is one of the parasites found in the blood; and there are many kinds of bacteria. A blood medicine is, therefore, something which will have some sort of effect on these different substances directly or indirectly, and the number of these is very small. Quinine will kill the germ of malarial fever, and is, therefore, a true blood medicine. Mercury and arsenic will destroy the germ of syphilis—sometimes. Iron, in proper organic form, will be taken up by the red corpuscles when their number is too small, or when they are deficient in iron—as is the case in anemia.

One very common form of patent medicine is preserved beef-blood, which when properly prepared, may be useful, just as anemic and tubercular people sometimes seem to be benefited by drinking freshly drawn blood at a slaughter house. This is equivalent to taking any other albuminoid food—beefsteak, for instance. But blood decomposes more quickly than other animal tissues, and when you try to preserve it with alcohol or other preservatives, you destroy some of its important constituents, or make them unsuitable for digestion and assimilation; hence, most, if not all, of the preparations made from blood, will not do what they are advertised to do.

I do not say that such preparations may not be harmless; but that is not what people are after, when they pay their good money for them. When you see advertisements of sarsaparilla compounds and sure cures, burdock and willow dock syrups, iron and prickly ash strengthening blood vitalizer, and mixtures containing motherwort, dandelion, madder, poke root, and many other herbs, do not let your imagination cloud your judgment. These are all harmless substances when of good quality, but have very little influence on the body or the blood. When they are of poor quality, they are about as useful as dried sticks.

Many people will remember the sulphur and molasses they used to be compelled to take when children. If you want something which will stir up your blood and most of your other internal arrangements, try a few doses of this useful remedy rather than the blood medicines with fancy names with which the market is filled.

QUESTIONS AND ANSWERS

J. L.—Am bow-legged and my position requires that I walk seven miles or so, a day. Is such walking desirable for a bow-legged person?

2.—Is there any way of straightening bow legs?

Answer.—1.—If you can accomplish your walking without pain or unnecessary effort, I do not see why you may not continue to do so.

2.—An operation is possible, but it consists in breaking the bones and de-shaping them. Of course this is very much more difficult in an adult than in a child, but it is sometimes done very successfully.

Some Low-Priced Meats

Certain parts of the butchered carcasses which provide us with meat are comparatively low in price. These parts have not been generally popular in this country, although they are in great demand in Europe and also in the United States. Beef hearts, livers, tripe, ox tails, sheep's heads, calves' heads, pigs' feet and many other parts of the carcasses might well be used more freely in Canada than they are, thus relieving the pressure of the demand upon roasts, steaks and other higher priced cuts. Any good recipe book will tell you how to cook these cheaper meats and make of them delicious, tempting dishes.

Bleeding often comes from growths in a teat or teats which are irritated by the act of milking. Such growths sometimes can be removed by operation. If that can not be done the secretion of milk should be dried off in the affected quarter. This also is the best course in a case of chronic garget.

Kindness and gentleness always accomplish more than the application of a milking stool or a number twelve shoe to the back or belly of a nervous or fractious cow that holds up her milk. A gentle, expert, scientific milker may possibly bring back the normal function, but it is certain that brutality will have the opposite effect.

The habit which calves have of sucking each other's ears or udders is a bad one and should be stopped as quickly as possible. The sucking of the udder stimulates an unnatural secretion of milk; when that starts and sucking then is prevented, sub-acute and usually unnoticed garget results. Where that has happened the udder will be almost certain to go wrong when the heifer has her first calf, and we regard this as one of the very common, but least understood, causes of mammitis (garget).

Good condition and good manners in the show ring will not be of much value unless the horses are well groomed. Use the comb and fibre-brush followed by the hair-brush every day. To remove dirt, dampened sawdust should be rubbed into the hair and brushed out with a stiff bristled brush. The mane and tail should be combed daily.

Parts should be separated with the fingers, since the comb is likely to pull out the hair. The appearance of the animal is improved by singeing the long hairs about the jaws and ears with a lighted candle.

HETTY BASCOM'S PREPAREDNESS

Aunt Lucy stopped hesitatingly at Katherine's door. It was a perfect afternoon, full of wonderful summer beauty, but Katherine's back was to it all. The table before her was strewn with notebooks and paper.

"I don't suppose," Aunt Lucy said timidly, "you feel like going down to the mothers' meeting a little while? Some of those Polish women are interesting, and you know you're going to do social work."

Katherine looked round. She tried to speak pleasantly, but her voice expressed sorely tried patience.

"I'm sorry, Aunt Lucy, but I must get this work done. You know I told you that I would have to work if I came up this summer."

"Yes, I know," Aunt Lucy acknowledged, "only it seems as if on such a day and all—and they sort of need brightening up."

Her voice trailed away into silence. There was no response; Katherine had again bent over the notebooks. With a little sigh Aunt Lucy tiptoed softly down the stairs.

Down on the piazza that evening Katherine leaned her tired head against the railing and frowned.

It has been a hard day. There was so much to read and study, and yet one had to be thoroughly prepared these days. A social worker, to be valuable, had to know facts and understand conditions and causes. By and by, with all her preparation, she would be ready for real work—not just a handful of Polish women.

Uncle Henry's voice broke into her thought. She had scarcely been aware of Uncle Henry as he pattered round the flowers.

"That snapdragon," Uncle Henry declared, coming up with a blossom in his hand, "always reminds me of Hetty Bascom. Looks like her, somehow. Did I ever tell you about her? Well, sir, Hetty Bascom was the preparing person we've ever had in South Greenfield. Made up her mind, back in school days, she was going to be a writer, and began to get ready. She used to criticize a story something great, I tell you. When Hetty got through there wasn't much left of it, and if you'd enjoyed it you felt sort of ashamed and as if you wasn't proclaiming it to the world. Well, we all waited for Hetty to write a story that was a story—one that would set the style, as it were. But she didn't do it. She read shoals of 'em, but always, when we asked her, she said she was preparing. She kept on preparing to the end of her life and never got a line in print. And you believe it, there was little, round-faced Rebecca Cutts that just jumped in and did it. She allowed the best preparation was to try, and try, and try again, and keep on trying."

Katherine shot a quick glance at Uncle Henry. Had Aunt Lucy told him? But Uncle Henry was innocent smiling at the snapdragon that reminded him of Hetty Bascom.

The Value of Lime

Lime not only corrects soil acidity, thus making it possible to grow nitrogen-gathering crops, but it makes it possible for farmers to derive maximum benefits from the use of farm manures and purchased fertilizers. One of the cost striking economic wastes in Canadian farming to-day results from the purchase and use of commercial plant foods before the chemical and biological conditions have been improved by the use of lime.

Lime not only renders the soil more hospitable for nitrogen-gathering crops but it liberates chemical elements in the soil which otherwise would be unavailable for crop growth. This is a point that Ontario farmers cannot afford to overlook in these days of potash scarcity. Even on much land many truck growers are finding it necessary to resort to the use of lime as a means of liberating the potash necessary to make the use of other elements of plant food profitable. On heavy clay soils lime has a tendency to separate the particles and make the soil more retentive of moisture. On the other hand, loose, sandy soils may be improved by the use of lime, because in this case the lime renders them more compact and retentive of moisture.

Test For Sour Soil

Is your soil sour? Does it need lime badly? Test it yourself, as follows: Work a sample of soil into a stiff mud ball about the size of an egg. Break this into halves and put a strip of blue litmus paper (you can get it at the drug store) between. Put the halves of the mud ball together, pressing them firmly against the paper, and let it remain for five minutes. Then examine to see if there has been any change in the color of the paper. If the soil is sour, the paper where it was in contact with the mud should be distinctly pink in color. If it is spotted pink and blue or purplish in color, either the soil is not very sour or there was poor contact between the paper and the mud. If the paper remained blue the soil is not sour enough to be very detrimental to crops. The soil of a field is seldom alike all over, and when making a soil test care should be taken to get soil from several places and mix it together; or enough separate tests should be made from different parts of the field to determine whether any of it is sour.