# Seasonable Pointers For Farmers

## Good Healthy Chicks Got By Artificial Incubation

A Good Deal Depends On the Choosing and Operating of the Incubator-Good Healthy Breeding Stock Is More Than Half a Successful Hatch.

As the hatching season approaches particular make of incubator, but to the following notes on artificial incubation, by F. C. Elford, Dominion poultry husbandman, will be of timely in-

BUYING AN INCUBATOR. If more than 100 chicks are wanted, an incubator, as a rule, will be found sit on the eggs before being gathered, more satisfactory and more profitable nor allow the eggs to become chilled. If eggs have to be kept several days incubator, however, if you are not pre-bared to give it proper care and at-tention, and when you buy do not get an open basket, as it allows too much

HOW TO TELL A GOOD MACHINE.

Nothing but results is an absolute germ the first day or two-guarantee that a machine is good, but It is better not to interfe a large enough bowl to last at least 30 to the rest of the hatch. thermometer and thermostat, egg trays bator as soon as possible.

The cultivation of hax is also recent thermometer and out without catching.

In conclusion, do not blame the infine increased attention, and last year the yield in this county was 13,790 be convenient for working.

THE SIZE TO BUY. As a rule not more than three hatches chance and under most conditions it can be taken off in one season, and will produce good healthy chicks. assually two hatches are better, there-fore get an incubator large enough to Hazards which sometimes accompany In the sired. With an ordinary farm flock a 125-egg capacity machine is a convenient size to buy. If more accommodation is wanted another incubator can be purchased. A new system of hatching has lately been introduced into Canada. that of custom or co-operative hatching. Uusually mammoth incubators are used for this purpose, and those who would rather pay a small fee than hatch their

available, a room in which a moderately even temperature can be maintained without artificial heat will answer Fresh air is necessary, but, in admitting it. draughts should be avoided.

OPERATING THE INCUBATOR. The operation of the machine will be ered under the following heads: ing weak germs or from those which Heat, moisture, cooling, turning and have not received proper care but it must be borne in mind that, as a rule, the general directions in a small way only. One of the reasons ting, she should be dusted with inse ful is because rules for operation are manufacturers, and makes rules of his own, which are no lice present when the chicks are sometimes followed by disastrous re- hatched, sults. Therefore, whatever may be said! under these various heads is to be taken in a general way, and not to replace nest where she is to be set. The latter direcet instructions intended for any

### STRENGTH WILL RETURN TO WEAK PEOPLE

You are discouraged. You feel old and worn.

You can drag yourself around-but

work is impossible.

With your stomach crying out for why not try Ferrozone? It will surely do you good. Ferrozone is a wonderful combina-

tion of vegetable extracts, fortified by excellent tonics for the nerves and When you feel despondent. Ferro-

zone cheers you up. When languor and oppression weigh When sleep is impossible Ferrozone calms the nerves and gives you rest.

For bounding health, good looks. Michigan continues poor. good spirits, nothing equals Ferro-zone: makes the weak strong and the as it did for Mrs. Mary Melong, of Harbor Bouche, N. S., who

"Ferrozone built me up.
"Before using it I scarcely knew hat good health meant. "I was just as miserable and weak "Tired from morning to night, bothered by trifles, unceasingly ner-

my blood, gave me appetite. In a short time I was like a new person. Now I amount. If the automobile plants re-rejoice in abundant good health." sume operations, as has been

you 50c want cure. use Ferrozone. Price 50c per box or six boxes for \$2.50, at ali lealers or direct from The Catarrho-



Good healthy breeding stock is more fresher the egg, the better the chance the cheapest incubator you can get evaporation. Keep them in a fairly simply because it is cheap. The best even temperature of from 50 to 60 dels none too good, and cheap machines are usually dear at any price. The first cost is nothing compared with the expectation of the round, the rough or thin shell, the doublepense of keeping a poor machine sup- yoked, and all others that have any plied with eggs. Buy also from a reli-marked peculiarity. Be careful of rough able firm, and as near home as pos-handling at the beginning of the hatch; treatment that will do no harm towards the end of the hatch might kill every

It is better not to interfere with the atill there are certain marks that in- eggs after the eighteenth day, but keep dicate the probable value of a machine the temperature up, and, as a rule, betfor hatching. The first of these is the ter results will be obtained if the chicks general appearance. It should be well are not allowed to drop into the nursmade, good workmanchip and good material entering i to its construction. The doors should hang true and fit without friction, the glass large enough young chicks, especially if they are and neatly puttled or battened, the paint not perfectly dry or if they fall through or stain applied evenly, and the ma- the trap a few at a time. If the chicks chine should present the appearance of are crowding in the egg tray open the a finished piece of furniture. Good in- door and put those that are dry and sulation also is absolutely necessary, smart below into the nursery drawer. See that the walls are double, and A number going into the nursery drawer likely to maintain a comparatively even at the same time will not prove so dan-

and chimney, the mica opening so bating, and the influence of the male blaced that the whole of the flame is will last about the same length of time readily seen when the observer is stand-ing, the heater well insulated, and made so that it can be cleaned, a reliable

ly handled. Give the incubator a fair

able. Fertile eggs from vigorous breed- quantity being 1,040,678 bushels, to 1,ing stock are necessary in order to ob- 788,731 grown in Simcoe, the largest in tain good hatches. Free range for the breeders is most desirable for the production of fertile sugar beets, and 8,000 of carrots. The eggs with vigorous germs, but all eggs county likewise yielded 13,171 tons of produced from such hens should not alfalfa, and 162,321 tons of hay and be used for incubation. Eggs that are abnormally small and poorly shaped or Of cleared pastures there were 234.

ing eggs that are more than two weeks old. In freezing weather eggs should be collected two or three times a day so as to prevent their being chilled. hatch strong chicks from eggs contain-

In preparing the nest for the sitting the manufacturers should be hen, it is recommended to put from followed fairly closely, at least until three to four inches of damp earth they have proven unsatisfactory for or a piece of grass sod in the bottom conditions, and any general of the nest before the nesting material see should be adopted only when is put in to provide moisture. When they have proven an advantage by sev- the hen becomes broody, and before aral tests, though these tests may be she is transferred to the nest for sitwhy first hatches often are so success- powder or sodium fluoride. In doing this hold the hen by the feet with th closely adhered to, but by the time the head down, working the powder well operator has run off two or three into the feathers. This should be rehatches he begins to think he knows peated about the eighteenth day of in-

> The hen should be moved at night from the regular laying nest into the nest should be in some out-of-the-way place where the herr will not be disturbed. In order to make sure that the hen will continue to stay in the new nest, she should be started with one or two china nest eggs. If, at the end of the second day, when the hen should be and water, she returns in a short time the nest eggs may be replaced with the

cubation so as to be sure that there are

eggs that are to be incubated. Throughout the period of incubation You are sick, but not aware of the the eggs and nests should be kept clean. sometimes it will be necessary to change the nesting material. Eggs should be tested twice during the incubation period, preferably on the seventh and fourteenth days, and all infertile eggs and those with dead germs should be removed. When the eggs begin to hatch, the hen should be confined and not disturbed until the hatching is complete. If she becomes restless remove the chicks as they are hatched and keep them in a warm place until the hatch is complete, when all should be

returned to the mother hen.

THE MICHIGAN HONEY MARKET. The market for extracted honey in been no particular change in price since the last report, and the demand does not seem to be any greater. The toger children; try Ferrozone, it can work buyers and bottlers of honey seem to feel that soon the market will improve considerably. Michigan is in worse shape as a market than most of the other states, because the slowing down of the automobile industry has affected a high percentage of the

population. In a recent visit to Chicago it was found there that the housewives were ney apparently as freely as "The first box of Ferrozone improved ever. It is reported, however, that the Try Ferrozone. It will make an un-reported, the Michigan market for The market is to a large extent free

looks, honey will respond very quickly. from comb honey. The demand for comb honey continues to be good, with very little being offered. Comb honey has not felt the slump in prices that has so seriously affected the extracted honey trade. The market on buckwheat and the darker shades of extracted honey is practically at a standstill. owering of the price of the better others using the darker grades of honey are now able to secure adequate supplies of Cuban, Porto Rican and other southern honey at a price considerably below the present price of sugar.

ONE OF ELGIN'S FINEST TOBACCO FIELDS.



This patch of tobacco grown on the farm of Reeve N. A. Roszell, near Ridgetown, is said by experts to be practically perfect, and the finest in the district. The men in the photo are Guy Roszell, Bruce Graves, Reeve Roszell and John Davidson.

#### Middlesex Leads Ontario in Poultry and Cattle Raising

The County Contained 565,846 Poultry Last Year and 146,168 Head of Cattle - There Were Also 32,455 Horses and 30,456 Sheep and Lambs On the Farms.

The importance of the county of Mid- | sheep fell away down because sheepdlesex as a farming district is not suf. skins that had been worth \$4.50 to the ficiently recognized, even by the people packers dropped to 70 cents. who live in it, but it is nevertheless a temperature. There are, besides the gerous, and, if the work is done quick. fact than in the number of its live stock may happen in the purchase of an 850above, many other points of more or ly in a fairly warm room, the opening and the quantity of its produce it more pound steer, first, when hides and less importance. The lamp should have of the door should not be detrimental than holds its own with the rest of other by-products bring good prices, and lavative feed together with an acca-Ontario. For example, the quantity of second, when these bring low prices: hours, convenient to fill, easy to take out and replace, good workable burner days before using the eggs for incuyear was 1,576,588 bushels, while the year was 1,576,588 bushels, while the Paid for steer at 13c .......\$110 00

the yield in this county was 13,790 Thus leaving 425 lbs. of meat ing stock is unhealthy or the eggs bad- bushels, while 717,669 bushels of mixed grains were produced. Of corn for husking there was grown 797,302 bushels, in, the ear, and of grain fodder corn 312,751 to cover the cost of the live animal.

In the growing of potatoes Middlesex hatch in two gastings all the chicks de- the incubation of eggs are largely avoid- was the third highest in Ontario, the the province. Middlesex also produced 483 383 hushels of mangels, 334,648 of

rather pay a small fee than hatch their own eggs bring them to these machines and call for the chicks when incubated. This custom is being tried out in some sections and apparently is proving satisfactory.

A well-ventilated cellar, with a fairly even temperature, makes a suitable location for the incubator. If this is not available, a room in which a moderately abnormally small and poorly shaped or those having thin or very poor shells should be eliminated. Dirty eggs or should not be used. If it is found necessary to set slightly soiled eggs they may be cleaned by rubbing lightly with a damp cloth, care being taken not to rub off any more of the natural bloom than is necessary. It is never advisable to use for hatch. horses 32,455,

The total number of bulls was 2.546we do not know how many scrubs-51,-297 milch cows 30.697 calves, 18.071 steers and 43,557 other cattle, making altogether 146,168 cattle, the largest number of any county in Ontario. There were also last year 30,456 sheep and

In the raising of poultry the county stands at the top, the number last year being 565,846, Huron County coming next with 538,053. These figures, we venture to think,

will afford to city dwellers some idea of the important part the Middlesex farmer plays in furnishing the food of

THE WORK OF AGRICULTURAL REPRESENTATIVES.

The work of the agricultural repr sentatives in the various counties is gradually growing in volume and comchensiveness, and the resources of the numerous activities in which the department of agriculture is engaged. The county of Middlesex, both from its and producing section of the province. is not an easy one to cover, but, theless, it contains only one agricul tural representative, with an office lo cated in London.

A glance at the map will show that USING THIS TREATMENT permitted to leave her nest for food the area to be covered by the activities of this office is a very large one, and the provision of a second office, say, at Strathroy, is a matter which is well

> Taking the northern part of the Hams and county, there are various places com-paratively remote from the city. Ailsa Craig, although not exactly on the confines of the district, is perhaps the mos mportant stock shipping centre in Ontario, and the logical meeting-place of large proportion of the family popu

The short course classes recently con ducted at Allsa Craig have been very well attended, and there are other parts of th county where similar good rk could be done were the necessary facilities forthcoming.

THE "WHY" IN MEAT AND CATTLE PRICES. two separate things. It is not the simple beef he has to look to. He has to take another more elusive factor into account. This is the so-called by-products. They are almost as important in cold, stay at home. deciding the price of the steer as the

carcase itself.

But they happen to be far more difficult to buy. Trade conditions governing them after they have left the packer's hands are subject to wide ranges lately to erratic prices. What the packer can secure for beef is a matter reasonably easy calculation; it may be sold within a couple of weeks from the time it leaves the farm. It is far otherwise with the hide, the oils, casings, tripe, fertilizer, grease, blood and before the coming of the packing house, largely wasted. It requires nonths for some of these to reach their he manufactured in a variety of ways Hides take fully a month to cure. The prices of all these things do not move time the packer buys them as part of

The year just closed saw an unpre-cedented slump in by-product prices. Hides bringing nearly 50 cents a pound Hides bringing nearly 50 cents a pound in the spring could not be sold for even 15 cents in the fall. The farmer himself felt, in the decline from 75 to 20 cents, which took place in the price of wool, what the packer experienced in his by-products. Mutton was as much in demand as ever, but the price of

A bit of arithmetic will show what

spring wheat came to 21,593 bushels. Of All expenses (say) ............. 15 00 Cost of steer .....\$125 00 Receipts from by-products— Hide, 60 lbs., at 50c.....\$30 00 Other by-products ...... 10 00

sell in the carcass at 20 cents a pound

Receipts from by-products— Hide, 60 lbs., at 12c .....\$7 20 Other by-products ..... 6 00 Leaving 425 lbs. of meat to pro-

20.4 cents a pound to cover cost alone (The actual range in prices for hides and by-products in Toronto during 1920 was greater than that shown.)

The falling value of by-products touches live stock figures, i. e., the farmer's price, before it can affect prepared meat figures, i. e., the retailer's price. The packer cannot get more for his meat to counter-balance the drop in by-products. Meat prices are drop in by-products. Meat prices are always close to the line between profit a perishable product. As the packer each day has to take all the raw ma terial which comes on the market in the shape of live animals, he must, in order to sell at a price which will

AMERICAN 56.

Far heavier decreases, both actually and relatively, than those shown by the different centres are sometimes Canadian meat exports for 1920 have many parts of the country being par- the modification of the been experienced by American ship- ticularly favorable for honey produc- which forbid the cutting of timber under of 134% million pounds, or 37 per cent, hears that a colony of bees has pro-compared with the year before, exports duced in one season four or five hun-from the States fell over one billion dred pounds of honey. Knowing that pounds, or 56 per cent in eleven months. honey is worth 20 to 30 cents a pound, abandonment of the existing restrictions. These figures reflect the unsettled state and that one man can easily look after means a reversion to the system of unof European purchasing for the last about a hundred colonies, one is apt to bridled forest devastation year. The American exports were:

1920. Pounds Pounds. (\$140,391,000) (\$358,189,000) shoulders., 170,755,000 581,108,000 Fresh beef.. 88,102,000

HOW TO KILL AN ORGANIZATION. The following paragraphs on this subject are taken from a circular of the California Almond Producers' Association. In many respects they apply to This has been done since 1912 on all will not be infected. It will not b

826,751,000

Those who read will realize that the tered throughout Canada that keep sprout, and if the sprouts are re nethods of keeping an association alive bees, now numbering seventeen. The promptly the tubers will remain in much those which will kill and bury any as- annual yield of honey has varied from ed to grow long. It will be necessary When we have meetings, especially able apiary to 133 pounds per colony in more before spring to remove sprouts

the annual meeting, don't come. If you do come come late. If it is too wet, too dry, too hot, too When you do come be sure and find

Don't do anything to help Don't take part in the meeting. Try not to encourage the officers. They don't need it.

If you have a friend who does not start something

If you stay away from the meeting be sure to criticize all actions taken conditions indicate high returns by those present. Always knock. Never W. L. Sladen, Dominion Apiarist.

Grownups! The Fighting Fool

At all news stands today, 10c.

#### Common Calving Troubles And How to Prevent Them

Careless Handling of Cows Prior to Calving.

It Is Highly Important That the Mother Receive Every Attention-Much Serious Loss Is Caused Owing to the

(Experimental Farms Note.) The most common calving troubles are (a) retention of the afterbirth: (b) congestion of the udder with its attendant ossibilities, inflammation and garget; phorated cintment or petrolatum. (c) milk fever, and (d) the eversion of vented to a greater or lesser extent. It s the intention of the writer to deal with the preventive measures only, treatment of cases coming within the province of the veterinarian.

The cow, of all our domestic animals, is especially subject to retained afterbirth. This is accounted for partly by the firm connection of the after-birth to the interior womb by means of numerous cotyledons, partly by the fact that the retention is associated with the disease, contagious abortion, and partly through low vitality in the animal, this showing particularly in the inability of the womb to contract, after calving with sufficient force to expel he afterbirth. With the first of these factors it is not the purpose of this any successful treatment for contagious retention of the afterbirth. The last factor mentioned is one which can be overcome to quite an extent by liberal feeding and proper conditioning of the animal previous to calving time. A dose of Epsom salts a week or so before calving and a laxative grain ration, such as bran, from then until calving time will be found helpful. Avoid giving cold drinking water or cold feed lust after calving, and do not disturb cow to milk her until the afterbirth has come away, provided it is not retained unduly long.

Congestion of the udder is in itself

a comparatively simple trouble brought on by a combination of heavy feeding, consequent high condition and a sluggish lymphatic system. The former is the same treatment as outlined above, sary, as sional ounce dose of saltpetre in the drinking water. Exercise, particularly previous to calving, but after calving as and garget avoid standing cow in drafts and milk often, rubbing teh udder gently

same time bathing the udder with hot water for 15 to 20 minute periods, finally drying it and rubbing with cam

MILK FEVER.

Milk fever occurs more often with mature heavy milking cows than with any other class. Predisposing factors are heavy feeding previous to calving, and constipation, while one of the most common causes, is milking a cow out too thoroughly too soon after calving. If the cow is properly prepared for calving as outlined above and only a little milk is taken off at the first milking, drawing a little more at each subsequent milking until all the milk is drawn at about the end of the third day, very little trouble from milk fever, is likely to follow calving. Should a case de velop call a veterinarian at once, or, if one is not available, apply the air treatment vourself. Briefly, this treatment consists of pumping air into the udder by way of the teats by means of a bicycle pump or other contrivance, care being taken to sterilize the teat tube used by boiling in water, and to purify the air pumped in by passing it through sterilized absorbent cotton. Eversion of the uterus or throwing

out of the calf bed is, like retention

the womb to contract after expulsion of takes place just after calving without any previous warning. In others evidence of likelihood of this trouble at calving is given for some weeks previous to calving, in that more or less of the womb protrudes from the vagina whenever the cow lies down. Large cows tied in short stalls so that their buttocks hang over the edge of the gutter when lying down are most inclined to this trouble. Any animal showing such signs should be placed on a higher to be desired, but the latter is not. level than her front feet. Be with her Congestion will usually yield readily to at calving time to assist her if necesthe expulsion of the fetus namely, preparatory dose of salts and may be difficult when in this position. If continued straining and pressing after calving is noticed tie a rope fairly tightly around the animal's body just in front of the udder and hook bones. well, is also beneficial. To prevent This will reduce the straining and make congestion developing into inflammation the eversion of the uterus impossible. Attention to the details outlined in the preceding paragraph will not take with camphorated ointment after each much time or money, and may well milking. If there is any indication of mean the difference between a cow off more serious trouble developing give to a good start and one badly crippled ounce-followed after purging ceases by Muir, Animal Husbandman.

## Paid for steer at 10c .......... \$ 85 00 All expenses (unchanged) ..... 15 60 Finding a Market Is Big Problem of Tobacce Growers

Soil Is Ideal Around Ridgetown, But Farmers May Lose Heavily, As No Buyers Are Making Offers For the Leaf -This Year's Planting Will Likely Be Very Greatly Reduced.

saleable meat, hide and by-products.
The same causes answer the consumer's complaint that price of meat do not go down.
The falling value of by-products led all Consideration for the falling value of by-products led all Consideration for the Advertiser.]

[Special to The Advertiser.]

Ridgetown, Jan. 21.—Twenty years ago, Kent County, and especially the district south, east and west of Ridgetown, was noted as a bean-growing and hog-raising district, in fact, the county loss in many cases. An effort has been made to sall in the county and the county loss in many cases.

farmers, and the handsome returns led more and more farmers into the enter-prise as the years went by.

the consumer while they are fresh, or face another drop in prices because will have got stale.

CANADIAN DROP 37 PER CENT—

AMERICAN 56.

The incentive was too strong, and as and late frests. One accompanying picture was taken on the farm of Reeve ers are worrying over the disposal of the crop, as it cost from 20 to 30 cents a said to be almost perfect; in fact, it apound to produce and not a buyer has put in an appearance so far.

RETURNS FROM BEES. are the result of a combination of fortunate circumstances abundant flowers CARE OF VEGETABLES IN STORAGE other important honey plants, a par- tables from rotting or drying up during

to average the returns from the colonies

factory profit. These figures indicate

statement issued by the Commission of Conservation. The symptoms of an actual timber shortage in Eastern Canada are already being felt in the form of high prices. White pine is disappearing rapidly from our forests, and, for the most part, is not being replaced by new growth. Spruce, our most valuable pulpwood species, is steadily giving way to less valuable species, such as balsam and the hardwoods. Each year preventable forest fires still levy

made to sell in the British market, but as it takes years to create a new market, the outlook is not very encouraging in this direction.

The soil is ideal for tobacco growing here and the quality of the weed is said to be equal to any grown in the South ern States. Finding a market is the

Will Grow Little A Record Yield.

The banner crop was raised in 1919, the tobacco being of the choicest variety, and the price 40 and 42 cents a pound. The returns put many growers on easy street.

The incentive was too strong, and as There is always danger of early frosts and late frests. One accompanying pictures of the companying pictures of the companying

Good recurns are obtained from keeping bees in Canada, the conditions in shortage is the increasing pressure for shortage is the increasing pressure for While all meats exported from tion. Yet much uncertainty exists, and a stated diameter, such as are in force the Dominion in the twelve months misconceptions have arisen as to the on crown lands in Quebec and New ending November 30 last showed a drop returns to be expected. One sometimes Brunswick. The future of our forests means a reversion to the system of unform the conclusion that money is very resulted in the extermination of the easily made by keeping bees. Such forests on enormous areas in Canada yields, however, are exceptinal, and and the United States.

of alsike and white clover, fireweed or There is always much loss of vegethe winter, but with a little watchfultrained and experienced beekeeper, and ness and care much of this could be above all, favorable weather. They preverted. This year the late blight of connot be obtained from every hive, nor can they be repeated year after year. can they be repeated year after year. tubers were stored with the disease in Sometimes a year of failure follows a them. It will be found to pay well to cities cellars are usually too warm for won. year of plenty.

To get reliable figures, it is necessary time if a winter's supply has been most vegetables; hence, where the main cellar is too warm, wherever pos-In the apiary for a number of years. the disease or are rotting, so that others admitted should be partitioned off from the Dominion experimental farms scat-long before the potatoes will begin to figures show that the average better condition than if they are allow ds per colony in the least profit- to go over them two or three times or still lives and strives and still has its the most profitable apiary. The aver- If potatoes are in boxes or bins, where had its devastating influence on the age annual production for all the sprouts can be readily seen, one is horse, and also developed the value of apiaries was 63 pounds per colony, which more likely to remove the sprouts in machinery in its place. But experis high enough to make a very satis- good time than if they are kept in bags. uses to which the horse can be better the importance of good management, drier place, and spread out well. For applied than motor or steam power. the return of only 18 pounds having best results they need to be kept very teen due to inexperience. They also dry. If carrots, beets, parsnips and When trains came in the horse was to disappear. When the trolley was adoptpoint out the importance of local con- turnips are withering, a good plan is to ed to public service a crippling ditions of flora, climate and soil. There put them in boxes and keep a damp was dealt the horse. When the bicycle are many places where double the aver-age honey crop can be obtained, and the box. To keep well, all these became a furore the horse became ar object for scorn. When the automobile ces are not confined to the should, however, be stored where it is well settled or southern regions of cool, but not very dry. If cabbages are horse was to vanish, but he maintained Canada. Beekeepers are sometimes rotting, keep the heads apart, so they found succeeding in a region or loca- will not touch one another, and so If everything is running smoothly tion capable of comparatively low progrant something.

In a region of local there will be a good circulation of air about them. While they should not be creasing to any notable extent, while Breeding stations are being established in many a region or location where the in a very dry place, yet one that is and every effort is being made to main. conditions indicate high returns .- F. fairly dry is better than one that is tain breed type. Saskatchewan's success in winning championships at the inclined to be damp, particularly if is rather warm and not well ventilated. They should be kept cool, but will not The inexhaustibility of Canada's stand many degrees of frost. Squash forest resources is a myth which is rapidly losing credit, according to a may have rotted by this time, but if statement issued by the Commission they are still in good condition they will cago is an evidence of the marked suc-But the West is not alone in the march of horse improvement and development. Than the French-Canadian horse there

## Merchant,

#### What of Your Stock?

How fine it looked when you bought it.

How pleased you were at the thought of the trade you would attract with it.

And you did.

But, stay! Was the trade as good as you expected?

No! Then what was the reason?

Conditions against it? Maybe, but the reason goes deeper than that.

You used good judgment when you bought and your selling prices were right. The reason was that the public—that is, sufficient numbers of "him" or "her"—did not

Your stock had no more attraction to them than that of any other merchant. So they did not come to you to buy.

That's all. No more, no less.

You know very well that if you could have attracted a sufficient number of people into your store, and an average proportion of them had become purchasers, you would have sold all of your season's

"Very well," you say, "but how am I to get the public into my store in the sufficient numbers that you speak of?"

Advertise!

"But," you answer, "I do adver-

True enough, but do you put the same quality of brain into your advertising that you do into your buying?

This is not meant to be impertinent. It is said in all seriousness, in the desire by newspaper publishers to have their newspapers be of the greatest possible service to you.

In other words, the more care and the more study you give to your local newspaper advertising the less care and the less thought will you need to give to the selling of merchandise after season.

Not to use your local newspapers with all the skill and judgment that you can command is to deny yourself the services of the greatest trade promoter within the use of

The publisher of this paper will give you the benefit of his advice on all matters pertaining to the typographical arrangement of your copy and, whenever possible, assist you in the preparation of it.

Issued by The Canadian Daily Newspapers' Association,

Toronto.

he rest for a vegetable room.-W. T.

THE HORSE STILL THRIVES.

Motor power has largely invaded the

ence has proven that there are still

and, later, the tractor appeared, the

recent international stock show in Chi-

ess that has been met with in Canada

or agriculturally useful. The French

has long been in affiliation for record

Record Board at Ottawa, and in the

Macoun, Dominion Horticulturist.

tops should be dry, but the roots in be mainly used for breeding of its parmoist soil, hence if watering is neces- ticular type of horse. There are at sary great care should be taken not to present 67 French-Canadian horses on wet the tops.

It is not difficult for a farmer to care made at some of the more prominent fall for his vegetables in winter, as he has, fairs in Quebec, and in each instance as a rule, a good, cool cellar, but in first prizes and championships were

sible a part of it where cool air can be POSSESS GOOD HEALTH BY LOOKING AFTER

## THE BOWELS

A free motion of the bowels, once or twice a day, should be the rule of everyby allowing the bowels to get into constipated condition. When the bowels are allowed to be

come constipated, the stomach gets out of order, and the liver does not do its work properly on account of holding back the bile, so that it does not pass through the bowels, but is allowed to get into the blood, thus causing a pois-

oning of the whole system. If you would escape constipation, sick and bilious headaches, heartburn, floattongue, foul breath; the nasty irritating, bleeding, itching and protruding piles, you should keep your liver stirred up by the use of Milburn's Laxa-Liver

These pills, being purely vegetable ing it to resume its proper functions, and thereby removing the bile that is circulating in the blood and poisoning

the whole system. Mrs. H. Barrows, Enfield. N. S., writes: "I was troubled with such headaches and constipation. One day a friend told me of Milburn's Laxa-Liver Pills. I got two vials, and found they did me a world of good. I therefore have great faith in them."

last two years that association has turned over to the Dominion Department of Agriculture for 20 years a farm of 500 acres at St. Joachim, Que., to pany. Limited, Toronto, Ont.