

fection with the results they are obtaining.

At this date, it is not possible to provide fall pasture for stock if it has not been considered previously. One may be equally as well fixed, though, if he has some fodder on hand which he can use as supplementary feed. With cold nights coming on, as well as cold, chilly days, milk cows will give better returns if kept stabled and fed their winter ration. If proper fodders have been grown and are available for feeding, milk can be produced cheaper in the stable than on pasture in the fall. Those who have a good supply of suitable feed on hand need not regret that they have no luxuriant pastures available.

Farmers Can't Do Without a 'Phone

"The farmer who has used the rural telephone can no more dispense with it than he could with the postoffice. There certainly is no better investment of money that a farmer can possibly make than the \$10 or \$15 per year that he pays for his telephone.

"In Haldimand county, where the natural gas is a wonderful convenience for heating and lighting, and almost every farmer has a gas well, he will frankly tell you that he would prefer to go back to the wood stove and coal oil lamp rather than be without the use of the telephone."

The practical value to the farmer of the rural telephone was thus expressed by Mr. Byron Gee, Selkirk, Ont., secretary and manager of the Erie Telephone Co., who attended the Independent Telephone Convention at the City Hall in Toronto recently. "I used the telephone on my farm east of Selkirk for two years before I moved into town, so that I know whereof I speak," he added. "A farmer, after getting accustomed to a 'phone in his house, simply couldn't get along without it."

ITS USEFULNESS

"I know one farmer who saved a horse by being able to telephone to a veterinary surgeon, and thus getting him out twice as quick as by driving to town for him. Another case I know of, where a barn was struck by lightning in the night. The fire signal was 'phoned to the farmers around, and a dozen of them had gathered in time to save part of the contents of the barn, which could never have been done if help had not come so speedily secured. In the same way a doctor can be summoned in case of sickness in the family, and there are, doubtless, times when a man would give a thousand dollars to be able to communicate directly with a physician. You see then that in all such emergencies the rural telephone is invaluable."

"But for ordinary every-day use it is also worth ten times the yearly cost of the phone. A farmer can telephone to town and get the market prices, and easily save the cost of his 'phone by landing what he has to sell on the market when the prices are right. Likewise, he can inquire about trains, make engagements or obtain information that will save him an endless amount of time and travel."

SAVES TROUBLE AND TIME

"Think of the convenience to the farmer also to be able to go to the 'phone after dinner and arrange with this or that farmer near-by any little business they have together without walking or driving to him. The women, too, find the telephone a boon they could not now do without. When the farmer is away all day or for a couple of days, how handy it is for his wife to 'phone to her neighbors or friends, or in to town if necessary. She can also make her engagements

over the 'phone or inquire about meetings or anything else going on in the neighborhood. As a means of facilitating social intercourse it is of the utmost value, and the rural telephone on this score alone would be well worth the investment."

"Our company began business in April, 1906," Mr. Gee continued, "and we have now 600 subscribers, and will have from 700 to 800 by the end of the year, for we have more applications than we are able to supply. The farmers pay \$12 a year, which covers the installation of the 'phone, and gives them free connection with their market town. They pay a small fee to 'phone outside their own district exchange, but this would not cost them more than \$2 or \$3 in a year. We have no connection with the Bell Telephone Company because they demand an option to purchase our whole system, and also that we buy all telephone supplies from them. These conditions we refuse to agree to. We have five exchanges, respectively about the towns of Selkirk, Fisherville, Cayuga, Hagersville and Jarvis."

PHONE IS POPULAR

"On a nine-mile line east of Selkirk there are 53 farmers who have 'phones, and they are all connected with them. We farmers intended organizing as a mutual company, but our solicitor advised us to make it a joint stock company, and we did so. The dividends for the first year were six per cent., and for the second year ten per cent."

"The telephone is the greatest boon that has come to the farmer in a long time," Mr. Gee concluded, "and he is the man who needs it—a great deal more than your neighbor in the city."

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We will make it worth your while to give our premium offers a trial. We have premiums for any number of subscriptions, from one to 1000. Just now, we are making a special offer of \$1.00 for every \$2.00 of subscription money which you send in to us. This offer will only be open for a short time longer. Better take advantage of it while you still have the opportunity."

The circulation of a paper is the part that counts. We want to increase the circulation of The Canadian Dairyman and Farming World as much as possible, and we make liberal offers to all who are willing to help us in this work.

We have just received a list of 30 subscriptions from an agent in Wellington county. He has been working less than a month canvassing for these subscriptions in his spare time. Why not secure some of your spare time in this way?

Have you noticed our watch and clock offers? Think of the convenience a watch would be to you, if you have not already got one. A watch says a time as well as keeps time. You can always tell just how much time you have to spend on a particular piece of work, and in this way you can use your time during the day to much better advantage, and accomplish more work in the end. Here are the results of some attention that has already been paid to these premium offers.

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