

## THE FARMER'S ADVOCATE AND HOME MAGAZINE.

THE LEADING AGRICULTURAL JOURNAL IN THE  
DOMINION.

PUBLISHED WEEKLY BY  
THE WILLIAM WELD COMPANY (LIMITED)

JOHN WELD, MANAGER

AGENTS FOR THE FARMER'S ADVOCATE AND HOME JOURNAL,  
WINNIPEG, MAN.

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- It is impartial and independent of all cliques or 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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### About Bills.

When you buy a list of groceries, you get a bill with the goods. There is no offence intended. It is simply a memorandum representing the extent of your indebtedness—an intimation that settlement is in order. If for any reason you do not settle at the time, you will be presently favored with another bill. If the store's terms are cash, and you fail to settle within thirty days, interest may be added. It is no affront at all—simply business. If the account were not rendered, you might forget that you owed it, or forget the amount, at any rate. It is a part of the merchant's plain business duty to present his bill. It is the same with a paper, yet, strange to say, some persons seem to take it as dangerously akin to insult to be sent a bill for their subscription. They appear to regard it as a sort of personal reproach, addressed to them direct from the manager, who, they think, ought to know that their standing is good, and that they had intended to remit next week.

Now, this is not reasonable. Bills are sent out from a large business office by the clerks in a purely automatic way, like clock-work. If a subscription is due, the account is rendered. It is all done by system.

This does not mean the bill should be ignored or thrown into the waste basket. Our paper (in Canada) is \$1.50 a year in advance, otherwise \$2.00 a year. To take advantage of the lower rate, prompt remittance should be made.

When the term for which you have paid expires, or, in some cases, shortly before it expires, a bill is sent for the ensuing year's subscription, at the \$1.50 rate. It is really a favor to the subscriber to thus notify him, and the expense of rendering this service amounts to hundreds of dollars a year. A few thousands of subscriptions expire in February and March. Bills for these will be enclosed in the next paper sent to their addresses. Those who receive them will kindly understand that no imputation is cast either on their credit or their intentions. Their subscriptions are due and payable for the coming twelve-month. Remit promptly, and a second bill need not be sent.

### Willingness to Learn and Act.

A remarkable account of orchard experience, contributed by Paul Campbell, of Halton Co., Ont., was published in "The Farmer's Advocate" of February 10th, under the caption, "\$2,500 From Ten Acres of Apples." Mr. Campbell was a city-bred man who decided to remove to the country, and accordingly purchased a large farm on which were two orchards, and to the culture of these he especially devoted himself. One of the orchards was a ten-acre block of Spies, the other a 15-acre assortment of mixed varieties. The year this farm was purchased the tenant had about five barrels from both orchards. Having lived in Toronto all his life, the new owner had no prejudices, and inherited no customs or habits of orcharding or farming, so he read agricultural pamphlets and "The Farmer's Advocate," learning the best that experts could tell him. He plowed the orchard out of sod, grew cover crops, fertilized, pruned and sprayed, making such a signal success of his apple-growing that last year he sold the crop from the ten-acre Spy orchard for \$2,500 in August, with no further trouble, expense or risk. Besides, he shipped from the old orchard last fall 1,700 boxes, which returned \$4.50 to \$7.00 a box, gross, and had considerable fruit stored for spring sale. You see, the poor man didn't know any better than to take good advice.

The text for a dozen sermons is contained in Mr. Campbell's one sentence, "I had no prejudices and inherited no customs or habits of orcharding or farming, hence I read farming pamphlets and 'The Farmer's Advocate,' and applied the knowledge gained." His predecessor, no doubt, thought he knew all about apple-growing, and, therefore, was not in a position to learn that a bearing orchard removes from the soil more plant food each year than an average crop of wheat; that every tree is a powerful pump, sucking up water to be transpired through the leaves, and that to secure a sufficient supply of plant food and moisture, a tree needs the ground to itself, with cultivation, besides, in the early part of the season, to conserve moisture and assist in the liberation of plant food; that cover crops should be sown in summer and plowed down the next spring; that the orchard should be fed with manure and ashes, and that thorough spraying will insure clean fruit. So he neglected these emphatic needs of the orchard, and it remained for a green city man to come out to the country, with an open mind, learn all that he could from the most reliable sources, and reveal to his district, as others have done elsewhere, the splendid possibilities of up-to-date orchard practice.

There is the great secret—an open mind. If every farmer in Canada could only bring himself to that point where he could re-examine into the knowledge he thinks he has about farming, divesting himself of notions and prejudices born of habit and limited observation, and apply himself like a schoolboy, earnest, enthusiastic and open-minded to learn all he could about the science and practice of all branches of agriculture, what a marvelous transformation would be speedily wrought in Canadian farming!

Would one, then, be content to grow small crops of inferior, wormy fruit from orchards that might easily yield annual profits of \$50 to \$100 an acre? Would he be content to buy bran at over \$20 a ton, when he could grow five tons to the acre of alfalfa hay, which, if fed as a substitute for bran, might be made worth \$15 a ton? Would he follow the old hay-and-oats system of farming, deriving an income of \$500 to \$1,000 a year, when he might, by keeping first-class stock on a hundred-acre farm, worked on a short rotation, with liberal acreage under ensilage corn, clover and alfalfa, make anywhere from two to four thousand dollars gross income a year?

Here and there all over the country, wide-awake young and middle-aged men are rising to the occasion in just such ways. These men, when they combine judgment and moral principle with their enterprise, become shining lights in their communities. Their success is an inspiration. We need more of them. Let each reader of this article endeavor to be one. Travel some if you can. Attend agricultural meetings and short courses if possible, but at least surround yourself with books, pamphlets and agricultural periodicals. Read, study and think. Then act.

### Provincial Trade Treaty with Germany.

A provisional trade agreement between Canada and Germany was signed at Ottawa on Feb. 15th, by Dr. Karl Lang, Imperial German Consul for Canada, and Hon. W. S. Fielding, Dominion Minister of Finance, bringing to an end the tariff war which commenced in 1903, arising out of Germany's resentment at Canada's insistence on granting a tariff preference to Great Britain, and her success in inducing the British Government to renounce the German and Belgian treaties, which had guaranteed to Germany that no higher duties should be levied by British colonies on the products of Germany than on the products of the United Kingdom. The German and Belgian treaties had to be renounced by Britain, in order that Canada's intended preference might come into effect. To penalize Canada, Germany then subjected Canadian products to the higher scale of duties in the German tariff. The Canadian Government, after protracted and unsuccessful efforts to induce Germany to withdraw her demand for the same treatment that Canada accorded Great Britain, retaliated on November 28th, 1903, by applying the surtax to German goods. Perceiving the futility of further insistence, and desiring better trade relations with Canada, Germany has receded from her position, and has reached an agreement whereby the surtax might be suspended, allowing German goods to enter Canada under the terms of the general tariff, Canada receiving, in return, the benefits of the German conventional tariff upon a list of specified products, including practically all Canadian articles of export for which a market might be expected to be found in Germany, such as grains, fruits, timber, live stock, meats, leather, pulp, canned foods, footwear and hides.

This provisional agreement will probably pave the way for a general convention for the regulation of commercial relations between the two countries. Meantime, the provisional arrangement may be cancelled by either party on two months' notice. In view of the United States' European tariff negotiations now on the tapis, the Canadian-German arrangement is well timed, and should make for improvement in international relations, as well as commercial advantage.

### "Something to Say."

At a crowded political meeting in England, years ago, while the audience was impatiently waiting for the time to start, it was thought best by those in charge on the platform that, as means of ventilation were lacking, a window should be broken to admit fresh air. In order to avoid a panic being started by the crash, the chairman got up to announce what they were going to do, and why. Instantly he was assailed by noises of various kinds and calls of "Dizzy," "Dizzy," "We want Dizzy" (Disraeli). After stamping and raging for a while, the chairman at last succeeded, during a lull, in making himself heard. "You fools, you," he roared. "I wasn't going to make a speech. I had something to say."

This impatience with mere oratory is growing. It was specially noticeable at the Convention of the Ontario Fairs and Exhibitions Association, lately held in Toronto. That great gathering of the cream of the rural population of Ontario gave the best possible hearing to any man who had a real message for them, and the most eager interest while matters of business were being discussed, but had little patience with mere speech-making. If a man has something that he is burning to say, it is well for him to say it in the clearest and most effective way possible, but there is less time now than ever before for mere froth of oratory.

One of the features of a tariff is its tortuousness, its intricacy, and the exceeding great difficulty of getting at the facts. If there is one great ethical argument in favor of free trade, it is that it destroys the tissue of falsehoods woven about a tariff.—[Dr. J. G. Rutherford.]