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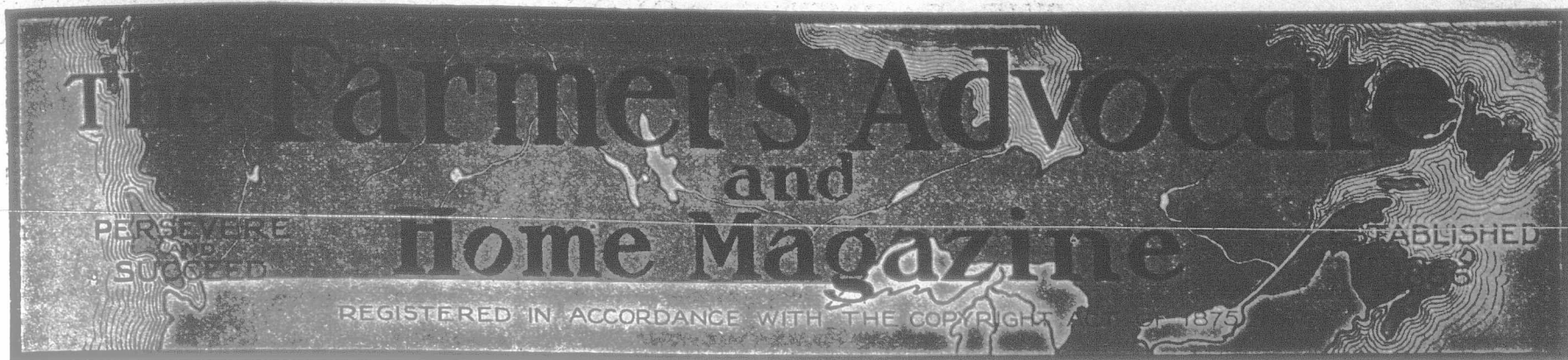
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VOL. XLIX.

LONDON, ONTARIO, MARCH 26, 1914.

No. 1122

EDITORIAL

Are you ready for Spring?

We have had some "lion" and some "lamb" in March.

One of the best investments is the purchase of a few choice garden seeds.

After a late spring snow flurry is a good time to sow the clover seed on winter wheat.

Good sires of some of the best-known breeds are very scarce this spring. Do not be induced to part with a good herd header unless you have a better one to fill his place.

It isn't time to plant seed corn, but it is time to buy the seed. The good seed is generally the first sold.

The farmer's busy season is at hand. Give our readers the benefit of your experience with the different methods of seeding employed.

Have the harrows sharpened, before commencing to use them. One stroke with a sharp harrow is often as good as two with dull teeth.

This is the season when good roads are most appreciated. Spring mudholes are usually the worst roads the year round. Mark their location and repair at road-work time.

A little gravel on that muddy lane would be appreciated at this season. Remember this next winter, when there is time to haul it. Good roads on the farm are as valuable as good public highways.

By using a milking machine, a subscriber in Middlesex County, Ontario, is able to increase his herd of cows by two-thirds with the same amount of labor. This means a great deal on his yearly net returns.

Clean, tidy surroundings add a great deal to the appearance and attractiveness of the farmstead. The women clean house each spring and the men could well afford to spend a little time in putting things in order in the yards and around the outside.

Plan to plant a few trees this year. The frequency with which we get strong and sometimes destructive winds, should be sufficient incentive, to say nothing of the added attractiveness of a place having trees well located for windbreaks and beauty.

If seed grain and seeding and tillage implements are ready to go on the land, many could profitably utilize a few days in pulling down some of the superfluous, tumble-down snake fences on the farm. Too many fences of any kind are a nuisance, and fence corners are a breeding ground for insects and noxious weeds.

Delays are Dangerous.

There is some excuse for tardiness in answering letters of the every-day, gossip type which friend writes friend, and even these should be attended to as promptly as possible, as friends are man's most valuable asset, but there is no excuse for the dilatoriness, and often almost culpable delay with which procrastinating people attend to their business correspondence. Day after day passes and the never-do-to-day-what-can-be-put-off-till-to-morrow-man finally forgets that he ever received a letter from so-and-so, or encourages himself to believe that "it is now too late to reply to that letter." This is, to say the least, not showing common courtesy to the first correspondent. He doesn't look upon it as innocent tardiness. He doesn't believe that the man to whom he wrote is "too busy to write." But he, after a reasonable time has elapsed and no reply has been forthcoming, concludes that his letter has been ignored, and that the party of the second part does not care to do business with him. It is almost an unpardonable offence against business principles to disregard a business letter, and yet it is so often done. The busy man on the farm seeks to excuse himself by hiding behind the great bulk of work he must attend to. He may work up a fairly good case for himself, but so often just a very few lines written in a few minutes after supper would answer an enquirer and in the end possibly make money for both parties concerned. A man may have had something for sale, and several enquiries may have come in after all the stock or produce has been disposed of. So often these late letters are left unanswered. Such action is a poor advertisement for the owner's business. Could he expect these enquirers to write him at a future date if he had like stock or produce for sale? No! Whereas a courteous line or two mailed immediately would gain the confidence of the man looking for this class of produce. Thousands upon thousands of dollars are lost annually through putting off the answering of business letters indefinitely, and the amount of worry and misunderstanding resulting from it cannot be measured. There is only one safe rule to follow—answer all business letters promptly, concisely and courteously. Delays are dangerous to your business.

A Sales Record Book.

A sales record book is one of the most valued books kept by many manufacturing establishments, and some of the most successful agents for farm implements and machinery keep such a book, which shows at a glance the date of every transaction together with sufficient data about the deal to bring everything back to the minds of those concerned. It is a simple "ready reckoner" of all transactions, and goes a long way in straightening out any differences which may arise or in tracing up all articles which have been sold. Most farmers are not bookkeepers, but the simple fact that they are not is scarcely sufficient reason for their neglecting what should be a valuable asset to their business. Whether or not a complete record of the year's operations on the farm is kept, there is one thing which should always be done and this is particularly true of the stock farm, and that is a concise record should be kept of all sales of pure-bred stock, giving the name, age and registration number of the animal disposed of, the sire and

dam of the animal, with the new owner's name and address, and the price received.

A small ruled book suitable for such a record could be purchased at small cost, and would prove a time and money saver almost every month in the year. It is often no easy matter to trace such transactions a year or two after they have happened, and all registration papers have been forwarded with the animals. How handy it would be to have a sales record book with all the necessary information at hand. This same feature could be extended to departments of farm activity other than pure-bred stock. For that matter all sales could be kept on record in such a manner. It is not advanced bookkeeping by any means, but it is a record system which tends to lead up to further work of a like nature. Try it.

It Must be Done.

"We used to grow good fruit and we never sprayed either"—Did you ever hear that statement wafted through the air on a spring day, when fruitmen are rinsing out the barrels and packing the pump, preparatory to spraying? We have, and it is a remarkable statement too, in that it is true and at the same time as ridiculous a remark as could be uttered at the present time unless it be uttered in a tone of regret that conditions have undergone such a change. The tone, however, is usually one of disgust at the ignorance and folly of anyone so unwitting as to spend time and money spraying their fruit trees. These remarks, deprecatory to the practice, have little weight for they come from the throats of those who are at least ten years behind the times.

In some districts, the results last year were not as favorable as should be hoped for but peculiar weather conditions during the season of 1913 and the closing season of 1912 produced phenomena unprecedented in the history of fruit growing. Yet in it all there was nothing to discourage the grower but incidents occurred that will prompt him to more diligence and thoroughness in the future. The onslaught of injurious insects has made the winter spray a highly profitable operation, as none of the most injurious kinds can withstand the winter spray and come out healthy in the spring.

From year to year, the value of preparedness has been demonstrated for one day's delay may bring inclement weather that will postpone or prevent altogether a necessary application. In the case of the bud moth spray and codling worm spray the proper and opportune time is limited to two or three days and in a few instances, last season, an intercepting Sunday handicapped the sprayers in getting the desired results. The outfit and material should always be in readiness. Another outstanding mistake is made in the neglect to thoroughly execute the job. There is no magic connected with the operation, whereby the pointing of a bamboo and nozzle at a tree and having a man or engine working fifty feet away is going to insure clean fruit. Results are brought about by applying the mixtures to the leaves, blossoms and every part of the tree. Four to six gallons is none too much for a full-grown tree, and when the grower once does the work thoroughly and applies the mixture ungrudgingly the results are usually so gratifying that he will increase rather than diminish the amount the succeeding year.