How to Keep Good Help.

Often the hired man seems to have a hatred toward the dairy business. The question comes at once: "Why is this true? Is milking harder than other work?" I think that most hired men will agree that milking is not such hard work, but often the farmer figures on having the hand to do a day's work in the fields and then do the milking in the morning and evening besides, without any extra pay. Certainly, if the dairy business is worth while the farmer should be willing to pay for the extra labor involved.

I worked for several years as a hired man on the farm, and found that from the standpoint of the hired hand the work of milking the cows is not harder than other work, but that the tendency of the farmer is too often to do the milking after a hard day's work has been done in the field. Often the milking was begun at five or earlier in the morning, and in the evening when the milking was done, the milk separated, and the calves fed it was from eight to nine o'clock.

The demands of the hired man of to-day are not so much for higher wages as they are for shorter days. This is all right, and if the farmer can cut a few hours off the day's work in the field and use them in the dairy business, he will make just as much money and enjoy life a great deal better. The hired man will not object to this system of working.

Cows in order to do their best should be milked at regular intervals. If they are milked at five in the morning, they should be milked at five in the evening. If this plan is followed I am sure that the hired-man question will not be so difficult to handle on the farm where there are a goodly number of cows to take care of.

A hired man should be paid according to his ability and willingness to work. If he is a sluggard and still receives the same wages as the alert man, the man with the higher ambition is soon discouraged because he does not receive pay in proportion to the amount of work that he does.

In many cases the farmer is condemning the hired man when the farmer himself is doing about all he can to discourage the man's ability.

Human interest and kindness are perhaps the best means of getting the most out of the hired man. If he is greeted in a cheerful way in the morning when he meets his boss at the barn, and is treated as a man, a real human being, he feels that there is something in this old world besides hard work, and will feel more like trying to please his employer.

On the other hand, if the man is greeted in a grouchy way in the early morning, or receives no greeting at all, he feels that the man for whom he is working is interested in him only so far as he wishes to get work out of him.

If some of the foregoing hints are carried out, the dairy business will not be dreaded to so great an extent by the hired man, and in the long run the farmer will be money ahead. The dairy business is certainly worth while. Why should not the farmer do his best to develop it on his farm?

Buy and Sell for Cash.

After nine years of doing business on a credit, two years ago I adopted a strictly cash system of buying and selling. Since that time I have saved a good many dollars that would otherwise have been lost to me. It took me a long time to learn this lesson, but I have learned it well.

When I began business as a market gardener I had to buy nearly everything I needed on the long-time payment plan, for I had only $200 after paying for my land. It took me seven years to get out of debt, because goods bought on credit cost me a great deal more than if I had paid cash. Of course, in my case it was convenient and necessary, but in the long run I paid dear for it.

I always bought my groceries, drygoods, hardware and other articles from stores that would trust me for several months at a time. In fact, I was paying even more at my own dealers than town folk were paying, because they were getting their goods delivered to their doors, while I was paying the same price and hauled my purchases home in my wagon.

Several times I noticed that one strictly cash store sold goods much cheaper than I was paying for the same articles. Upon making inquiry, I learned that this one cash store was able to sell goods so cheaply because it bought for cash and adopted the "cash and carry" system of selling. In this way it saved interest money and made discounts in buying, and at the same time there were no expensive delivery wagons and labor, the store also saved the expense of lost-credit accounts with customers unable to pay bills.

This set me to thinking. Here I was helping to pay for delivery conveniences that I did not use, besides paying the dealers for their lost accounts with other customers. In addition to this I was losing interest on the money they took from me when they bought for credit. I soon came to the conclusion that I was on the wrong side of the fence, so I changed.

As to the selling end, I have in my possession several books containing many dollars in lost accounts. During the seven years of my credit business I lost at least $200 in this way; and I am certain I lost that much by buying on credit. But never again for me. That $400 is as good to me as it is for the other fellow, and hereafter I intend to keep it.

Every Acre Should Pay.

Farm management investigations show that on almost every farm a part of the work is carried on at a loss. Many farms do not pay anything for the labor spent upon them, if a fair rate of interest is deducted and the living, including house rent, is allowed.

The unprofitable cow is one of the factors that makes for lack of profit on the farm; but the boarder cow in many cases is not the only boarder.

Low-yielding acres, like boarder cows, are often fatal when profit from the farm is considered. Poorly-drained soils, soils low in humus, and compact, sour soils greatly reduce net profits. Sometimes thirty per cent of the farm acreage does not produce enough to pay its way.

Unprofitable land can not be disposed of so easily as boarder cows, but usually can be improved until it is profit-bearing. If the income from such land can not be increased, the labor spent upon it can be reduced until the income at least pays a little more than the cost of the labor.

The size of the business often is the determining factor in making the farm profitable. Farms often have too many or too few acres. Decreased yields per acre in a province may or may not indicate poorer agricultural methods. For instance, as the price of wheat becomes higher more land is planted to wheat. Much of this land may not be adapted to wheat, but better prices make it profitable. In this way the average yields per acre are decreased, because land that was formerly unprofitable is brought under cultivation.

Higher prices, better farming methods, more efficient machinery, immigration—all these tend to extend agriculture into sections that formerly could not be farmed at a profit. As population increase all classes will be benefited if the rapidly rising cost of farm products can be met in part by making idle acres work and making unprofitable land produce a satisfactory income.

Some of our unprofitable land can never be brought under cultivation by any method now known. Land not now in farms should be farmed, and unimproved land now in farms should be improved only when this can be done profitably. Every farmer who owns unprofitable land should make a detailed examination of his farm, acre by acre, to determine the unprofitable areas. Next he should determine about how much it would cost him to make each acre pay its way. This study will show what and how much in the way of manure, drainage, cover crops, commercial fertilizers, lime or other preparations is needed to produce satisfactory crop yields. This analysis will show what acres can not be cultivated profitably. It is better to leave such land in permanet pasture than to farm it at a loss.

The farm is not only a home; it is a place of business. As such, each enterprise and each acre should receive attention and be put on a paying basis.

Salt thrown on spot which has fallen on the carpet will prevent stain.

1000 Eggs In Every Hen

New System of Poultry Keeping—Get Dollar A Dozen Eggs—Famous Poultryman

TELLS HOW

"The great trouble with the poultry business has always been that the laying life of a hen was too short," says Henry Trafford, International Poultry Expert and Breeder, for nearly eighteen years Editor of Poultry Success.

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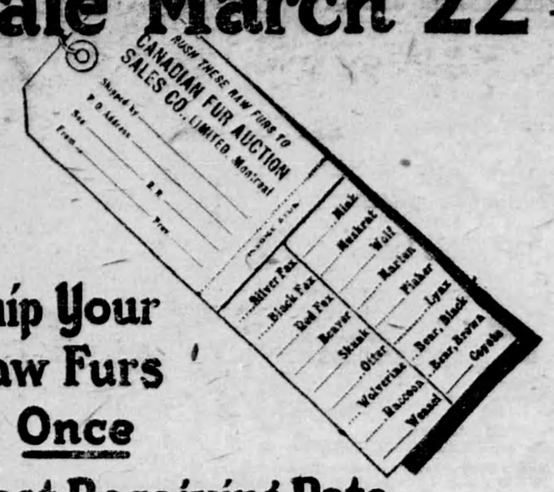
How to work to get 1,000 eggs from every hen; how to get pullets laying early; how to make the old hens lay like pullets; how to keep up heavy egg production all through cold winter months when eggs are highest; triple egg production; make slacker hens hustle; $5.00 profit from every hen in six winter months. These and many other money making poultry secrets are contained in Mr. Trafford's "1,000 EGG HEN" system of poultry raising, one copy of which will be sent absolutely free to any reader of this paper who keeps six hens or more. Eggs should go to a dollar or more a dozen this winter. This means big profit to the poultry keeper who gets the eggs. Mr. Trafford tells how. If you keep chickens and want them to make money for you, cut out this ad and send it with your name and address to Henry Trafford, Suite 630 D, Tyne Bldg., Binghampton, N. Y., and a free copy of "THE 1,000 EGG HEN" will be sent by return mail.

Sale March 22nd



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President: Why not try a "Nonsense social"? The young people will all want to come to it, and the older people, young in spirit, can't keep away either. Besides, the notices posted around town may be worded so that no one need hesitate for fear of being thought frivolous. Print them thus:

"A little nonsense now and then
Is relished by the best of men."

So

Why not put in a jolly evening at a Nonsense Social next Friday at the Community Hall.

Admission 5 senses.

First of all, there will be jokes on all the people who think they have puzzled out the meaning of the admission price and try to pay five cent pieces. But the real amusements of the evening will consist among others of nonsense contests.

Announce that for fifteen minutes there will be a deaf and dumb interval, and that all conversation and communications must be carried on by signs. If everybody enters into the spirit of it, it will be exceedingly jolly.

Following that may come some blindfold stunts. One that is always good sport is blowing out the candle. The contestants are in turn blindfolded, turned around three times, and headed for the lighted candle. The object, of course, is to blow it out, and there are sure to be all sorts of ludicrous results.

A good way to carry out another contest in which the sense of smell is featured is to provide a variety of food samples which each contestant must identify with eyes closed and nose held tightly. Cooked oatmeal, bread, cake, loaf sugar, a piece of banana, a bit of potato, all are mystifying without the sense of smell to aid the sense of taste.

After the "nonsense" contests may come some "sense" contests.

The sight contest: Fill a table with a great variety of objects, and allow everybody a minute by the clock to observe it, after which each person writes down a list of what he or she remembers. A prize may be given for the longest list—for instance, a pair of rose-colored goggles.

The hearing contest: Let a versatile musician play snatches of tunes on the piano. The contestants, provided with paper and pencil, write down the titles as fast as they recognize them. Again the owner of the best list may receive a prize—a mouth organ or a tin horn, or something musical or pseudo-musical.

The feeling contest: Arrange an assortment of objects for each contestant, blindfolded, to be identified by touch. Such things as a carrot, a piece of crayon, a glass paper weight, a leather case, a piece of sponge are suggestions for such a test.

The smell contest: This is an old stunt, but fits in here. Prepare several little plain bottles and fill them with different liquids, all having an odor. Some should be enough alike to make discrimination hard, as for instance, lily-of-the-valley perfume, carnation perfume, white rose and violet, vanilla, almond cream, bay rum. Fill one bottle with clear water and notice the different odors assigned to it by the contestants.

After these tests, let the nonsense element enter again.

Here is a nonsense game that is great fun if everyone is in a happy mood—it is called "You Have a Face." All sit in a circle, and the game starts when one person turning to his right-hand neighbor remarks, "You have a face." The other asks "What kind of a face?" The first person replies, using an adjective beginning with "a." Thus he may say, "an angelic face" or "an ambitious face" or an "anarchistic face." The right-hand neighbor then in turn tells his right-hand neighbor that he has a face, and so it goes around the circle. The second time around, "b" may be the initial letter of the face adjective.

There is nothing personal about the application of the adjectives, and often the incongruity of them with the faces to which they are applied makes hilarity run high.

A nonsense program could be arranged as a climax to the evening if desired.

The refreshments may be announced as appealing to the sense of taste and sight. Perhaps oyster stew would be "sensible," or the conventional coffee and sandwiches may form the menu. A truly nonsensical menu might consist of orange ice and lady fingers or some other very airy waters.

For souvenirs pass around a tray of "purple cows," paper ones of course, with Burgess Johnson's famous rhyme on each:

'I've never seen a purple cow,
I never hope to see one;
But this thing I know, anyhow,
I'd rather see than be one.

INTERNATIONAL LESSON. FEBRUARY 22.

Peter Delivered from Prison—Acts 12: 5-17. Golden Text.—Psalm 34:7.

1-4. Herod the King was not Herod Antipas, mentioned several times in the gospels as ruler of Galilee and Perea, but Herod Agrippa I, king of Palestine under the Romans, 41-44 A.D., a nephew of Antipas, and grandson of Herod the Great, who was ruler at the time of the birth of Christ. He was educated at Rome and acquired with his education the vices which prevailed in Rome at that time. At the age of forty, out of favor with the emperor Tiberius, and bankrupt, he fled from his creditors and came to Palestine. His sister, Herodias, had married Antipas (see Mark 6: 17), and through her influence he was appointed to a lucrative office in Tiberias, which he held only for a short time. After many adventures, he succeeded in borrowing money enough to take him back to Rome, where he was put in prison by the emperor. But at the death of Tiberias shortly after, he found a friend in the new emperor, Caius, who made him king but kept him in Rome. When Claudius became emperor in 41 A.D. he received the territories in Palestine which had been ruled by his grandfather. The reckless and wandering adventurer now settled down in Jerusalem, professed his adherence to the strict laws of the ancient faith, took part in the services of the temple, and undertook to repress Christianity by a renewed and severe persecution. Forunately he did not live long enough to do much harm and his kingdom came to an end with him. His son, Agrippa II (25: 13) ruled over certain small provinces only (50-100 A.D.).

James the brother of John was one of the three disciples who formed an inner circle about Jesus and shared some of His most secret thoughts and experiences. The policy of Herod seems to have been to remove the leaders of the Christian movement, and so he proceeded to seize Peter also. The character of the king is well reflected in the words of the historian: "Because he saw that it pleased the Jews." His zeal for the Jewish religion was entirely a matter of policy.

The days of unleavened bread were the seven days following the eating of the Passover, during which no good Jew permitted anything leavened to remain in his house (Exod. 12: 14).) It was a season when Jerusalem would be filled with people, whose enthusiasm for the preservation of Jewish law and custom could be easily excited. For that reason the king intended bringing him forth after the Passover for public sentence and execution, believing that this would win for him popular enthusiasm and applause. Meanwhile Peter was carefully guarded by "four quaternions," that is by four groups of four men, who watched for six hours each, and he was chained to two of his four guards. There seemed no possibility of escape from such guardianship. But "prayer was made earnestly of the church unto God for him."

5-12. An Angel of the Lord. It is useless to speculate as to whether or not the angel may have been some good friend in disguise, who had sufficient influence to cajole or to bribe his guards. If that were the case he would have been none the less an angel, a messenger of the Lord. We can but take the story as it is told, and admit that it bears upon it the stamp of truth. Peter arose from sleep and went forth with his unknown guide, walking as in a dream. He "thought he saw a vision." Not until his deliverer had left him did he come to himself. Then he sought the well known and hospitable "house of Mary the mother of John whose surname was Mark." Was it John Mark from whom Luke learned the story?

12-19. They were amazed. Though praying for this very thing, they could hardly believe it true, so amazing was his deliverance. Often, indeed God's answers to prayer go beyond our faith. In this instance they thought that the one who knocked must be "his angel," for they believed that every man had his guardian angel, who might on occasion assume his form (see Heb. 1: 14 and Matt. 18: 10).

How to Figure How Much You Earn

To find your labor income for the year use this plan. First put down how much your farm is worth—not what you would like to sell it for, but what you could actually get for it you put it on the market. This figure is usually about halfway between what you would like to get and what you would get from a forced sale.

Then figure in what stock you had during the year. Sales of all sorts of products are taken into account, as well as any expense in repairing or buying machinery, the purchasing of seed, fertilizer, etc. In fact, list everything you are ahead under "receipts," and whatever you spent on the farm under "expenses."

From this simple little problem in arithmetic you get the figure showing how much more you have at the end of the year than at the beginning.

Take a typical case: A man has a farm and equipment valued at $18,000. His expenses for the year are $2,900. His receipts are $4,000. He figures that he made $1,100 during the year, and he thinks it isn't so bad. But he hasn't taken into account the capital invested. If he invested that $18,000 elsewhere he would get at least four per cent interest; if he had to borrow it, he would very likely pay six per cent. So we take the average, and say that his capital invested earns five per cent. Five per cent of $18,000 is $900. So his capital earned $900 of that $1,100, and the grower himself, working hard all year, earned only $200. In other words, $900 was his "labor income." He would have made more money if his capital had been invested in Victory bonds and he had worked out by the day. All the planning and thought he put into his farm operations didn't bring him a cent. Remember too, that you should receive something also for the work your family has done.

If your labor income doesn't come out the way you would like, don't be discouraged. You might have had bad luck with some crops or live stock, or you might not have hit favorable markets. Maybe, though, there is something you can do another year that will make your labor income compare more favorably with the salary of the man of the same ability in town. Remember, too, that it costs him a lot more to live than it does you and your family in the country. Where he is struggling with the rent problem, you have a comfortable home that costs you nothing, and your grocery and butcher bills are greatly reduced by the things you raise yourself.

But if you feel that in some way or other the salary you are earning for yourself can be increased, don't stop figuring until you have worked out some ways of increasing your farm profits. It may mean increased crops yields through using more fertilizer. It may mean better stock by using a pure-bred sire or higher grade dams. The secret may be decreased labor costs through the use of farm power. Whatever it is, there is a way for you to solve it if you decide to do it.

Sheep Notes

Ewes that are suckling lambs need a few pounds of roots or silage as a part of their ration. Either of these stimulates the flow of milk.

Sheep have not much of an appetite for hay that has been dragged under foot. Take the hint and feed no more than will be cleaned up every time.

Clip away any extra wool that may be growing around the ewes' udders. That will help the lambs to find their place better.

Occasionally ewes will pass the normal period of gestation by several days. Sufficient time should be given for the ewe to give birth to the lamb before assistance is given. A few days before lambing the ewe's flanks will drop noticeably, and immediately before lambing the ewe will become restless.

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