

FOR HOME AND COUNTRY

Co-operative Marketing—By Mrs. W. N. Glenn, Hensall.

Co-operative marketing means the selling of our products through a central office that places them on a consuming market, when, where and as required, and the storing of the surplus until such time as the consuming market is ready to take more at a reasonable price.

For some time we have been complaining bitterly, and with reason, about the low prices we receive for our products, but it is only lately that many of us are beginning to see that we are losing far more on what we have to sell than on what we buy. Unless a farmer is making extensive improvements on his farm, he will usually sell twice as much as he buys. If he is a large farmer, he may sell ten times more than he buys, and consequently suffers a heavy loss on his products.

Co-operative marketing has been in successful operation in some European countries for many years and in the United States for several years. These countries will never return to the old way of dumping certain products on the market, with one farmer competing against another. Co-operative marketing in Ontario is in its infancy yet. But results have been so successful that we are convinced that all our products should be marketed this way. We believe that there is a beautiful new world on the other side of the closed door. That door is successful co-operation. When we open it the new world is ours.

Co-operative marketing has not always been a success, but that does not prove that co-operative marketing is wrong. It only proves that in this particular case the management was wrong.

May I remind you that the great co-operative marketing expert, Mr. Sapiro, told us last year how badly the Californian farmer was victimized year after year by speculators, until they were stricken by poverty and their rural town and villages stagnant and suffering also from financial depression. The bankers and leading business men met with leading agriculturalists and decided to try co-operative marketing. In the very first year the raisin growers paid for their buildings and the machinery needed to handle their products. In short, production was greatly stimulated by the improvement in prices, and at the same time they found the need of an extensive advertising campaign. They educated the public into a greater use of the raisin and as a result the consumer has profited as well as the producer. To-day the California farmers are economically sound. They have fine homes, electric light and plumbing systems. The once stagnant towns and villages share in the farmers' prosperity. No state in the Union has so many fine churches, schools and colleges.

How often we see in many publications, advertisements, colored plates of various foods; and in large department stores and at large fairs we often see demonstrations, the preparing and giving away or selling for a trifle, of new foods for the purpose of introducing them to the public and to expand their business. Individually we are unable to do anything of the kind, but as a co-operative marketing organization we could advertise as successfully as the California farmer. If we could have some of the delicious and nourishing food and beverages prepared from milk and eggs and sold at large gatherings and fairs, instead of what is called "hot dogs," and those cheap bottled beverages, with little food value, we might double our home consumption of milk and eggs. And if we undertake to educate the public along these lines, we will also educate ourselves. We often suffer from ailments and troubles that our parents and grandparents knew little or nothing about, and, if we are to believe what the doctors say, we should eat more of the plain, wholesome foods that keep us healthy, and less of the more refined, which we are prone to fond of.

Co-operative marketing will eliminate a great waste in transportation. We will ship in car lots instead of pounds with expensive express rates. How often we see, particularly in summer, three or four—or perhaps more—trucks or vehicles sent out by local dealers collecting eggs and cream. Except for a month or two in summer, these vehicles are often not half loaded and both producer and consumer pay for the upkeep of them. The local buyer of eggs often has to hold them a day or two before the local wholesaler collects them. Then he handles and carries them and holds them a day or two, or even longer, before he ships them to the city wholesaler. He again handles, carries, and holds them a day at least before they pass out of his hands. Apart from the loss of labor, the eggs are losing their freshness. Nor does this cover all our losses. We may sell extra special eggs and first-class butter to the local storekeeper, but he can seldom afford to pay what these products are worth because he gets so many eggs and so much butter that is not first-class, that he has to depend on the profits, usually from the good and first-class eggs and butter, to make up for the loss he is bound to suffer on second or even third-class stuff. How long would a local merchant stand who would dare to tell the truth to some of his customers? At the recent British Dairy

Show, Ontario received the gold medal for the best Colonial Exhibit. The County of Oxford took first prize for graded eggs. It is hardly possible to estimate the value of having that exhibit there and taking those prizes. This should encourage the rest of us to organize.

We believe that a great number of persons do not yet know or understand the great necessity there is for raising the standard of our products and that to do so, who are doing their best to raise the standard of their products, are not receiving what they should receive, as has been already pointed out. The manager of a co-operative marketing association is paid to grade and grade properly, and everybody receives what their product entitles them to.

Some time ago I read of a large number of farmers living near a large city in the United States, that formed a co-operative meat association because they were frequently obliged to sell their animals below cost of production. They had a fine abattoir, that was under Government inspection and everything promised to go well with them, until the city butchers, wholesale and retail, met and decided to boycott them. The Federated Women's Clubs hear of it, called a meeting and decided to notify the butchers that they considered the low prices the farmers were receiving for their products were largely responsible for the financial depression which was being felt by all classes, and if they continued to refuse to buy from that co-operative meat market, they would open butcher shops of their own. So successful were these women in this representative to their grocers and explained that in the future they would form a co-operative poultry association. We look forward to no distant day when Canada will have her Federated Women's Clubs also. Few of us realize the great power we hold in our hands and with it a responsibility which we must face whether we are city or country women.

And if the Women's Institutes will turn their attention to co-operative marketing, it will materially hasten the day when we will be marketing in no other way. It is one of the planks of the United Farm Women of Ontario.

Not long ago, a city man said in our hearing, "You farmers think that if you can establish co-operative marketing you can make the city people pay what you like for their food." This is absurd and impossible. Anyone with money or credit can buy or rent land, and if we did set a very remunerative price on our own products, a standing army of millions of men could not prevent people from rushing into farming. The world can only eat a certain amount of food and the rest would be wasted. Co-operative marketing is a square deal to consumer as well as producer.

We must admit that there is something very wrong with farming when so many fertile fields in Ontario are growing grass and weeds. And so many huge factories with their whirling machines, stand idle because great warehouses are packed with goods that the people need but are not able to buy. The shores of time are strewn with delicacies brought there, because of too much money and not enough work, and too much work and not enough money. Some say that we work our horses anybody—but if we work our horses anybody but the horse, we can't tell that story to the Humane Society. Are humans not made of flesh and blood as well as horses?

Co-operative marketing will bring about a more even distribution of wealth and of work. It is a form of Christianity that the world has been too long without.

When all is ready, the tree with its ball of frozen earth should be carefully piled onto a stone boat and hauled up in an upright position to the hole, into which the tree can be skidded. Manure may be mixed with the dirt used to fill in the hole, but be careful not to let it come in direct contact with the roots. Following the moving, the tree should be pruned to make the roots and top balance.

There has been little change for many years in the system of retting flax and hemp for the production of fibre for manufacturing purposes. It has long been the custom to spread the hemp or flax straw on pasture fields for due retting or submerging the crops in ponds. These two methods being slow and unsuitable where large amounts of straw must be retted, new methods of retting are being studied. The Fibre Division of the Experimental Farms has made a test of a new method called the Kayser process. It involves the addition of a bacterial culture to the retting water, which is kept at 77 degrees F. The work was done during the winter months. The drying of the crop after the retting had been completed was done in a room kept at a temperature of approximately 44 degrees F. This induced sufficiently slow drying to prevent injury to the fibre. After drying was completed strength tests were made and the straw was broken and scutched in the usual manner. The fibre obtained by this method of retting turned out very green in color and although of good strength was of a harsher nature than is favored by spinners.

There is no success in poultry outside the beaten path of continued attention and perseverance.

Make it a rule each night to count all the fowls to see if any are missing. This may lead to an investigation of the cause of the disappearance of missing ones and avoid further loss.

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Poultry

The new year calls for a speeding up of all poultry operations. The breeding flocks must be efficiently mated, the breeders handled in a way to insure good egg fertility and hatchability; the incubators must be put in shape for the hatching season; the brooding equipment overhauled and the brooder houses put in shape for early brooding.

To-day the most profitable chicks of any breed are hatched in the late winter.

Eggs from the breeding flock should run high in fertility, with germs that are strong and produce chicks that live well. Probably the most important factor is the inherent vigor and vitality of the parents themselves. Birds that are run down in health are not safe hatching-egg producers.

Breeders should be fed a considerable quantity of hard grain and a minimum quantity of animal protein, probably 10 per cent. of the latter in the dry mash. They should be fed their grain ration in deep litter and compelled to exercise abundantly. They should be provided with green food continually throughout the winter and the breeding season.

Be sure that the breeders are free from body lice, and in clean, sanitary quarters.

Probably the best suggestion to the average farm poultry raiser is to make a special mating each year, from which hatching eggs for the propagation of his future pullets will be produced. Such a pen need not be composed of more than fifteen or twenty of his superior females.

If only the best birds could be picked out and put in a special breeding pen by themselves each winter, the quality of the pullets in succeeding generations would show material improvement. Then to these few superior birds there should be mated the best male birds obtainable.

This special breeding flock should not be forced for heavy egg production, but should be allowed to range out-of-doors throughout the winter to keep the birds in good breeding condition. Shovel away the snow if necessary to let them exercise.

Direct sunlight is essential to the health of the birds. Studies show that sunlight coming in a poultry house through glass is robbed of much of its life-giving and invigorating powers.

In the case of early chicks and laying and breeding flocks, remove the windows or hinge them so that they can be opened up during the day, thus admitting a flood of direct sun rays.

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James Potter, foundry proprietor of Rotherham, England, says he can build houses at a cost of \$1,000, made of steel plates, bolted together, with concrete on the outside. He hopes to solve the housing shortage.

THE NEED OF A FARM ALARM

The Stevens farmhouse was a ruin. Fire had destroyed not only the house but the greater share of its contents. "If I had only had some quick way of getting the men here from the field, we could have saved it—put it out with a few buckets of water from the tank," lamented Mrs. Stevens.

It was the old story too often being repeated. Mrs. Stevens was alone in the house with her two small children, one two and one a mere baby. All of a sudden she realized that smoke was pouring through the house from somewhere. The men had reached the far field. She begged the frightened two-year-old to let her skirts as she hurried for water. She called frantically, but her voice did not carry half so far away as the men were. Finally an across-the-road neighbor heard her. Her men, too, were in the field. She called with the same effect. She had to make the trip almost to where the men were working before she could get their attention. Meanwhile the flames had enveloped the Stevens home and were beyond control.

"If we had had a farm alarm," said the now homeless Mrs. Stevens, "this could have been avoided."

A VALUABLE HORSE INJURED.

At another farm home the mother of the family was the only one at home when she heard a commotion at the barn. On hurrying to the scene she found a valuable horse down, unable to get up. She loosened the halter strap; she tried to quiet the startled animal even at the risk of getting too near the horse's feet, but she could do nothing.

"If I had had some kind of a call-bell or whistle I could have had my neighbor or the hired man in from the hay-field," she said, "but when I was able to get some one the horse was lamed and made almost useless."

It is a grievous oversight for the farmer not to provide some kind of a bell or whistle or siren to use in case of a fire or accident.

NEIGHBORHOOD ALARMS.

In one farm locality the entire neighborhood is provided with farm alarms. Some have bells, others whistles and one farmer has a horn. They have a set of signals, one toot or whistle meaning for some one person to come; but if the sound goes on continuously it means for all men to neighbors will try to find out if their assistance is needed.

"We have saved two of our homes from the flames by our farm alarm system," said one of the farmers in this neighborhood, "and we rescued a child from drowning by getting to the spot in time and on another occasion we were in time getting to a roadside auto accident to save two of the people who were pinned under the car. Enough evidence to show the merit of a quick-call service on the farm."

True, the farms to-day are provided with telephones; but these do little good when it is a season when every man is in the field, for it is not often that just womenfolk can handle such situations.

Provide your farm with a farm alarm. Teach your family a code of signals that will allow you to understand the call and make the children understand that there are to be no false calls because of their carelessness in pulling the bell-rope or blowing the whistle when it is not necessary.

One Sided Horses.

"Well," said a farmer to an Irish lad who was employed on his farm, "I heard you had a little encounter with my bull yesterday. Who came off best?"

"Sure, you're honor," said Patsy, scratching his head, "it was a toss up!"

A few drops of glycerine in joint of food-chopper or on pump where oil may leave a disagreeable taste, will prevent foreign taint or odor.

The Sunday School Lesson

JANUARY 25

Jesus Comforts His Disciples, John 14: 1-31. Golden Text—*I am the way, the truth and the life: no man cometh unto the Father, but by me.—John 14: 6.*

ANALYSIS.

I. ASSURANCES FROM JESUS, 1-4.

II. DOUBTS AND FEARS OF THE DISCIPLES, 5-11.

III. RENEWED ASSURANCES FROM JESUS, 12-17.

INTRODUCTION.—Left alone in the upper room with his disciples, Jesus employs the time in imparting consolations of faith. Even in this final hour of life he does not think of himself, but only of what these men have to suffer. His actions and words at the Supper have made it plain that he will not really die, and the last shred of hope which the disciples had of an earthly crown and an earthly kingdom has become extinct in their breasts. Above all, the thought of the future—a future without Jesus by their side—appalls them. How shall they get on without the one who has been the light of their lives? Jesus now speaks to revive their hope, and to revive it on the basis of his cross and resurrection. He wishes not only to revive it, but to raise it to a height unknown before. The consolations which he gives cover the whole of their work and service in this world, and they apply also to the world to come. It may be helpful to summarize those which belong to the present lesson.

(1) This world, in which the disciples have been so happy with Jesus, is not the only home of the spirit, or of the soul. In the Father's house which is the universe, there are many mansions, many resting-places, besides this world.

(2) Jesus is going to prepare one such "mansion" for his disciples, and will return to take them to it. Meantime, they know the "way" which leads there.

(3) If the disciples have been helped to do great things while Jesus was with them, they will do still "greater works" when he is gone, because he will be with them in the power of his risen and endless life.

(4) Prayer in Jesus' name will inaugurate a new era of power and possibility.

(5) The Father will send the Holy Spirit to abide with them for ever.

We may now consider the teaching of the chapter.

I. ASSURANCES FROM JESUS, 1-4.

V. 1. The disciples are not to be troubled or agitated in mind at the thought of their separation from Jesus. They must acquire a "meekness" a higher exercise of faith, real faith in God and the Master. The words of the second half of the verse should be rendered: "Believe in God, and believe in me." Stoic philosophers taught that men should not be troubled in heart, but the only reason they could give was that inward disturbance signified weakness. Jesus gives his disciples a ground for their serenity, namely, perfect confidence in the loving Father, whom Jesus has revealed.

V. 2. The disciples are utterly distressed because Jesus is leaving this world. He reminds them that the possibilities of rest and intercourse in God's whole world are endless. This world, in which we live, is after all only one of many "mansions" in the Father's house. Jesus has himself said that he was going to prepare one of these mansions as resting places, where he and his loved ones will enjoy together the life that knows no partings or separations. He thus gives them, first, the Christian hope of the home in glory.

V. 3. Jesus will appear again to welcome his disciples to his eternal presence. They must wait and look for the signs of that appearing. But note that nothing is said here about his appearing on clouds, or with physical signs. It is the coming of Jesus in spirit that is intended. The "clouds" are only a figurative image.

V. 4. The disciples have also the consolation that they know the "way" to where Jesus is going.

II. DOUBTS AND FEARS OF THE DISCIPLES, 5-11.

Vs. 5-8. One of the disciples, Thomas, was always tempted to take a sombre view of things, here interposes that they do not know where Jesus is going, and how then can they know the "way" there? Death, he seems to say, is a great mystery. The eye cannot pierce the gloom. We do not perceive the world beyond, nor anything that belongs to it. Why, therefore, speak of the way being plain? Jesus answers simply that the way is himself. Thomas surely knows what it is to be led by Jesus. Well, then, to be led by Jesus, to trust him, is to have Jesus as the way; it is the way, and it is a living way. Can't Jesus all the time? Jesus has revealed the Father. Let the disciple hold on to Jesus, and he cannot miss the way to God.

Vs. 9, 10. For God is the goal of life. Here, however, another disciple, Philip, interjects with the remark that if they could only see God it would all be right. But God moves in so mysterious a way. On earth the disciples have Jesus to cling to. They understand Jesus, but how can it be said that they see God? "Lord," he says, "show us the Father, and we are content." Jesus answers that one who has been so long with himself ought to have known better than to argue in such a strain. Has not God been real to the disciples through Jesus? Have they not seen God in Jesus' life and actions? And is not that enough? Jesus has plainly lived his life in communion with God. "I am in the Father and the Father in me." Think, too, of Jesus' words. Are they not from God? Think of his "works." Are they not inspired by God? What more evidence of the reality and character of God does Philip wish?

III. RENEWED ASSURANCES FROM JESUS, 12-17.

V. 12. Jesus, resuming his address, says that his own death, so far from

PASSING THE WINTER

Winter days are not without their pleasurable features, even for those of us with the driest skin and the hardest arteries. They bring with them a certain freedom from farm cares, tasks and worries.

The tired nerves that may have been put to severe strain, on account of risk of loss of valuable crops, have a chance to relax. The season's stores are all safely garnered and stored away in shock, stacks or crib, or may be turned into cash and spent. The farm animals are all securely sheltered and fortified against discomfort. The wood house or coal bin is well supplied. There are long evenings and many afternoons that can be given over to pure enjoyment. Games with the young folks, neighborhood visitations, community dinners, good books and magazines, great pans full of pop corn, and baskets of Northern Spies, all lend their support in reducing the dread of winter days and filling them with comfort and happiness and cheer.

They will not last long. None too long, if we make the best use of them. We are reminded that when winter once comes in earnest, spring cannot be far behind. Almost before we know it the young folks will have laid aside their skates, forgotten their snow balls, and will be digging ditches or sailing ships in the back yard pools. Then we will be getting things in order, teams and tools and tractors, cleaning seeds and buying fertilizers, preparatory to carrying out with plow and planter the farming program that we will have so carefully figured out these cold winter days.

THE COMMUNITY BETTERMENT

A practice familiar to pioneers who had pork to cure and preserve was to test the strength of the brine by dropping in an egg. If the egg floated the brine was considered of the proper mixture to keep the meat. This practice had one drawback. When the egg was old it would float, even in brine lacking the required amount of salt to preserve meat. So the value of the test depends upon the condition of the egg.

It may be a bit far-fetched to go from brine to community critics; but that egg pretty well symbolizes the influence of those who criticize efforts to build up and improve our communities and the folks who live therein.

If the critic is a person of good character who, by reason of that fact, is bound to criticize only for the sake of making things better, his words and acts are quite certain to help in the preservation of the good things of the community, and in its improvement. But, should there be an attempt to follow the leadership of the person lacking in character, then like the bad egg, it may lead us to depend upon a "solution" that is too weak to make for betterment, with the result that conditions, even worse than those at first obtaining, may prevail.

Wood-lot Furnishes Winter Work.

My most profitable winter job is found in proper handling of the farm wood-lot. With the aid of one helper I am able to accomplish the following work, in addition to keeping the chores well done:

There are twenty-six acres in the farm wood-lot. It is the aim each winter to go over the entire acreage, disposing of all trees which are down, all trees which are dead, and a few trees that have reached their prime and are becoming less valuable.

The method of disposal of these trees is important. All small down trees, and all top limbs are drawn immediately to the buzzsaw. About thirty cords of such firewood are obtained each winter. All small white oak trees which we find dead are cut into fence posts. White oak anchor posts are also cut from the woods. Small black ash trees that are straight are taken to one of the nearby sawmills. They are taken to the sawmill if they are large enough to cut five gate boards, fourteen or sixteen feet long. In all of the different classes of trees handled, all suitable material is taken to the sawmill. All other big material is sawed up with the crosscut saw. From two to three thousand feet of lumber are sawed from the woods. This may vary so that some years we may omit entirely taking logs to mill.

This lumber consists of elm, basswood, oak, or maple, boards. There are also beach, ash, oak, elm and the like, 2x4's cut. This material is used for building frame work, patching, stick pens, forms for cement work, and the like. For fine work the lumber is taken to town and dressed. While furnishing firewood for the year, the wood-lot also cuts lumber costs for the farm considerably. A few short cuts of hickory are made up into ax handles, when the supply runs out. In the spring about 150 maple trees are tapped.

Winter employment in the woods has several advantages in the farm plans. It is not dependent upon the weather. It provides work for the year hired man. It provides work for two hours per day, or ten hours. A properly handled wood-lot adds to the value and appearance of the farm.—Lawrence Ward.

Beware of rags or cloths used in oiling floors or cleaning or polishing furniture. They may ignite spontaneously. Be sure to burn them after using, or store in a metal container out-of-doors. Leaving them about for only a few hours may mean a fire. The same precaution should be observed regarding oily waste in the garage. It is dangerous; either burn it, or keep it in a closed metal can out-of-doors.

Growing Flax for Fibre.

In growing flax for the production of fibre it is important to allow the crop to advance to a certain stage of maturity before harvesting begins. According to an experiment carried on by the Division of Economic Fibre Production of the Experimental Farms, the flax crop harvested on August 21 not only gave a greater yield per acre of seed, fibre and tow, but the fibre was of better quality than that taken from the crop harvested one and two weeks earlier, respectively. The variety used was Riga Bive and at the time of latest pulling the seed had reached maturity. The quantity of fibre did not differ greatly from the three pullings, the yields of scutched fibre per acre being 330.5 pounds for the first pulling, 379.9 pounds for the second pulling, and 462 pounds for the third. The yield of scutched fibre per hundred pounds of dry weight was almost the same from the three pullings, being 8.5 pounds for the first, and 9.1 pounds for each of the other two. The fibre from the first two pullings is reported by the Chief Officer of the Division as being of good quality in each of the three cases, but weak in the first two and strong in the more mature crop. All of the fibre, the report states, was graded No. 1. The greater weakness of the earlier cuttings is attributed to over-retting, as it is felt that the immaturity of the straw may have served to hasten the retting process.

Horse Sense

Bright cover or alfalfa hay is the best roughage for colts. For grain, feed a mixture of oats, wheat, bran and oilmeal.

Work horses should not stand idle in the barn; give them exercise every day. The same goes for mares in foal. Cut down the grain when horses are idle.

Growing colts should not be wintered on hard floors. Box stalls with earth floors are best.

Roadster colts need more room for exercise than draft colts.

Horses sell better at farm sales if well mated. If you have one good horse, buy another to mate him and sell the two together.