

# EFFICIENT FARMING

## Pack Right for Top Prices.

When I first started market gardening I considered any money spent for containers a dead loss. I sold locally, and bargained with every dealer to whom I sold, to save boxes, barrels, crates, baskets, and bags in which to handle my products. In those days I wouldn't have considered buying a container of any kind, any more than the fellows who set out the first orchards, which are now being cut down for tool handles and fire wood, would have considered spraying their trees.

But, as I learned later, the money I was saving on containers was lost, two or three times over, in other ways. Now, if I were starting over again, I would figure on containers as a part of the cost of making a crop—just as I would figure fertilizer or spraying expense; for I know from experience that clean, new, bright containers of the right kind for the crop and the market help get more money for a crop.

Of course, the big grower and the one-crop specialist have to buy new packages for shipping their stuff to market. But there are thousands of small growers who, year after year, keep on making the same mistake I made—the mistake of failing to recognize that every dollar spent on containers will come back with big interest. Even first-class stuff, properly graded, will not fetch top prices unless you put it out in clean, attractive packages of the right kind. And don't forget that this applies to your local market as well as to the big distributing centres.

But how do you select what kind of a container to use for any crop? There are several ways of getting a line on this: First, study the market reports in your farm papers, in your small-town daily or weekly, and in the big city dailies. These reports mention the type of package, such as, for instance: Peaches, 11-qt. baskets. Onions, 100-lb. sacks. Potatoes, bulk.

While there is not space in this article to describe all the available containers, we can take a general look at a few to illustrate some of the things to follow when deciding how to "put up" your crop for market.

The first point to consider is whether the crop in question is of such a nature as to be benefited by abundant ventilation. Most vegetables that consist of fruits or leaves will quickly spoil when the free circulation of the air is cut off. Take tomatoes, for instance: When I first began to grow them I put them in tight boxes that held about a bushel. Although they were sold in nearby markets, the few hours in the boxes spoiled a good many hundred pounds of fruit during the two seasons before the cause was realized. After that we used slatted crates; but these were objectionable because the sharp edges cut and bruised many tomatoes. Then we tried a crate with rounded slats, and found it a big improvement.

For the fancy extra-early fruit we made thin partitions, to slip in lengthwise through the middle of the crates, to prevent the tomatoes on top from resting on those in the bottom. The result was that every fruit reached its destination in perfect condition. That meant quick sales for the dealer who handled them; consequently, a preference for our stuff when the supply was plentiful, and better prices when it was scarce.

So you see it does pay to watch the container end of the business. Of course, each grower must work out what will best suit his own needs.

Of course, where tomatoes are grown in large quantities for shipping or for canning, baskets are used. Baskets are, of the whole, for the general run of vegetables and fruits the most convenient and the most economical containers.

Where possible, it is best to pack one's product in small containers that will go to the consumer as a package. This may involve the expense of several times as much money for containers as would be required for shipping the same product in bulk, in baskets, or barrels. But the extra price received will almost invariably pay any additional cost several times over. More important, it gives you a chance to build up a name with the people who use your products. This is a cumulative asset that will be worth hundreds of dollars as time goes on.

I found that a simple printed card with trade mark, and a word about quality and location of farm, placed in the bottom of peach baskets, brought enough new trade direct to the orchard, the first season, to pay the printing bill ten times over. And all these visitor customers would thereafter ask for "C. V.—Ripened-on-the-tree" peaches, whenever they bought from their local dealers.

In conclusion, I want to repeat that my experience shows that the small grower who thinks he is going to save money by using only second-hand containers, and who fails to put up such of his products as he can in "carry-home" packages, is on the wrong road. The way to get bigger profits from what you grow is not by

putting a few less pennies into it, but by getting a lot more pennies out of it. You can often make a profit of 100 to 500 per cent on the actual cost of your containers.

## Top Prices for Handy Weights of Good Finish.

There is in the country to-day an unusually large supply of heavy, older steers. This is due to the fact that last spring many feeders, rather than take the loss occasioned by a drop in market quotations, decided to hold their feeder stock and later turned it out to pasture.

But the demand for these cattle at present is weakened for several reasons. Under normal conditions the outlet for much of the heavy beef was to the United States, but the Young Emergency Tariff, which imposes a duty of two cents per pound on meat and 30 per cent ad valorem on live cattle entering the States, has closed that market. Shipment to other export outlets such as Great Britain is seriously handicapped by high freight and ocean rates. Then in the domestic market during the warm season there is always a reduction in the consumption of beef, with a marked preference for smaller cuts. There is, therefore, a demand in the domestic trade for lighter weight, well finished carcasses. These can be obtained only from the lighter weight but well finished animals. For some time past top prices have been paid for handy-weight cattle carrying good finish.

For some years before the war our market demand had been gradually changing from the heavyweight class of steer to the lighter weight, well finished animal. During the war the need for beef, as for bacon, was so insistent that there was a levelling of prices to a great extent. Conditions are again normal and what is now required may be taken as an indication of what will command the best prices for some years to come.

Finish has always been strongly advocated by packers' buyers and it will always be a big factor in determining the price. Finish, however, does not necessarily mean extreme weight. The farmer who markets young, well-bred, thick-fleshed animals which will dress out a high percentage of choice beef will command the top price.

## Hogs of the Right Type.

A return to normal market conditions in Canadian bacon makes it imperative for packers again to discriminate in price against heavy and light and short and thick market hogs. The reaction in the export market especially against light weight and heavy weight products is very severe, and seriously affects the domestic trade. During the war the demand for all fats and most strikingly for pork almost "evened up" the price between select hogs and lights and heavies. The difference between prices for the product of selects and of light and heavy hogs is, however, now (August, 1921) so great that packers are being forced to make a difference in prices of selects and light hogs of from \$1 to \$2 per hundredweight and in heavies from \$2 to \$3.50 per hundredweight. How much further this will be forced, time only will tell. At present the grading is being done on weight alone, but it must be only a matter of a short time before quality is given equal consideration. It will, however, take a little time to create standards of quality. In the meantime anyone wishing to escape the loss due to the present differences in prices has only to market the right weights. But grading on quality must soon come.

Packers have always realized that this condition must return. During and since the war they repeatedly warned breeders not to be led astray by the temporary state of the market, which permitted one price to be paid for nearly all classes of hogs. The man who maintained the well known standards and bred the hog for the Canadian Wiltshire side will now benefit. So, also, the man who became lax is going to suffer.

It is all-important that farmers who are now breeding types and breeds of hogs that do not make select Wiltshire sides should get rid of them and stock with the breeds and types that do.

## Weeds.

It is impossible to estimate even approximately the loss caused by weeds to Canadian agriculture. A bulletin recently published in the United States estimates the annual loss due to weeds in the country at more than \$300,000,000. Not long ago a western paper stated that the annual loss to farmers of Saskatchewan due to weeds was not less than \$25,000,000. If there is this loss in one province, the total in all Canada must be tremendous. There are many districts in the Dominion that stand high in weed production.

Weeds cause a direct, actual money loss such as those due to drought, hail or frost. There is also a loss in depreciation of property badly infested with weeds.

## Grading of Dairy Produce.

Official grading of all kinds of commodities is becoming the rule in most exporting countries. Dairy produce is usually among the first of the exports of any country to come under such classification. Butter and cheese cannot be exported from New Zealand, Australia, or South Africa unless it has been graded. Denmark, Sweden, and Holland exercise a strict control over exports in butter and cheese. It is the butter and cheese from these countries that compete most strongly with Canadian. Canada is the only prominent exporter of dairy produce without a system of grading or control.

The Dairy Produce Act passed at the last session of Parliament is the outcome of an agitation among the dairy associations, producers, and other bodies, supported by a resolution introduced into the House of Commons during the session before last, calling upon the Government to establish a grading system for all butter and cheese to be exported. This resolution received unanimous approval in the House of Commons. The Act is intended to bring Canada into line with other countries and to enable Canadian producers to meet their competitors on even terms. No new principle will be introduced in the application of the Dairy Produce Act. All butter and cheese are graded in a more or less crude manner at present. The Act will simply provide that the grading should be done by disinterested experts, and that the work shall be based on definite standards which everyone will understand.

Further, there are a number of grading services already in existence in Canada. Creamery butter is graded in the three prairie provinces and in Ontario. Butter and cheese sold by auction at Montreal are also graded, and the grading of cheese is carried on in the province of New Brunswick. Under the Dairy Produce Act the factory making the high grade article will receive full credit. It has been contended for years by those responsible for the work of instruction in this country that if butter and cheese were always paid for strictly according to their merits, that it would have a greater stimulus in bringing about an improved quality than all other agencies combined.

The regulations which will make the Dairy Produce Act effective have not yet been drawn up. A draft will be submitted shortly to all interested in the dairy trade.

## Fifty-Six Uses for Concrete.

Barn approaches, barn floors, bases for machinery, bee-cellars. Cellar steps, cellar walls, chimneys, chimney-caps, cisterns, cistern covers, coal houses, cold-frams, cribs, crib floors, culverts, cyclone-cellars. Dairy houses, dipping-vats, drainage outlets, drinking troughs, duck ponds, engine houses.

Farm buildings, feeding floors, feeding troughs and mangers, fence-posts, field-rollers, foundations for buildings, fruit cellars.

## Team Work in Silo-Filling

After being with a silo cutter for some time I find there are a few things that must be observed by the most of us that will pay you to know and look out for, and if they can be discovered through someone else they are the means of saving much time. In this case I am one of the four owners of a cutter that we use for our own work, and because of that we are looking for the very best ways of doing our silo-filling and also saving time and labor.

The first two days that we worked, there was one man to feed and another to cut the bands. The third day we were short a man, and I hurriedly had a pile of shingles moved up close to the side of the feed table of the cutter, and found that by fastening the cutting knife on my wrist I could cut bands and feed as well as two men. After that I did both jobs. It takes fast work, and is harder than most any other place on the job, except tramping when one is short of help; but it saves a man, and under the conditions the band cutter and feeder are in perfect working order, and so one does not wait on the other.

After the first experience we made a temporary platform and staked it to the machine. It was about five feet long and probably thirty inches wide. It sloped a little toward the carrier and the feeder, so that the bundles that were thrown on the table were apt to slide toward the feeder and just where they were wanted. In unloading the wagon the driver can help the work along by going slow enough on the unloading so the feeder can take care of it. When one man feeds and cuts bands he cannot spare much time for taking one bundle from under another one. The efficient running of the cutter depends upon keeping it busy all the time. I don't know that it is any harder on it than running at the faster speed it will reach when running empty.

One thing that I have been trying to get our set to do is to keep away from a loading man. There is no need for a man to ride from the field to the cutter and back when a boy can as well drive the team, for that is all there is to do. They have the unloading man make it his business to unload, and that only. If he gets tired, have him change off for a while; but one man will soon learn the wants of the feeder, and the feeder will

## Gate-posts, granary floors, gutters.

Hay-cap weights, heat nests, hog-wallows, hedges, ice-houses.

Lawn-rollers, manure pits, pavements, porch floors, porch steps, roadways, root cellars.

Septic tanks, sidewalks, steps, silos, smoke-houses, spraying tanks, spring improvements, swimming pools. Taps, tree repairing, vegetable cellars, well covers, what not?

Root or fruit cellars? Well, a concrete storage cellar, fruit, potatoes, etc., can be put into storage in the fall and held for higher prices later in the season.

Manure pits? Concrete is just the thing for making them. Manure in a concrete pit is all saved; not merely the straw, but all the real life of the manure, which would otherwise be carried away by rains. The loss from leaching amounts to \$2.66 a ton.

Wallowing pools for swine—hog heaven, one man calls them—are absolutely essential in every hog lot; not merely desirable, but essential. Hogs will wallow, and if there isn't a cement tank, there will be an old mud-hole in less than no time. Mud-holes mean filth, disease, lost dollars.

Any man with average intelligence can do his own concrete work. Special, complex jobs may require a skilled workman, but for most farm jobs, "every farmer his own concretor."

## Efficiency in Judging.

There is nothing that so contributes to the success of exhibitions, as such, apart from the entertaining features, as efficiency in judging. It means the encouragement of emulation, the satisfaction of fair-minded exhibitors themselves, and the confidence alike of exhibitors and the public. It is further an example of uprightness, as well as of aptly displayed knowledge, that conveys an inestimable lesson to the young and plays a part beyond value in the formation of character. The work therefore performed by federal and provincial governments in sending out qualified and impartial men to undertake the duties involved is of transcendent importance. Before this work was systematically taken up judges frequently owed their appointment or selection by favor or to local popularity, and it is to be feared results also were sometimes due to favor or the recognition of a quid-pro-quo ideal. The judges being officially appointed naturally command the respect that authority confers. The system that has now been in vogue for a number of years is not only being followed this year but is being extended. There is another point and that is, while fairs, the community, the interests concerned and the exhibitors are all benefited, the judges and the service profits by the experience and knowledge of the conditions and requirements obtained. The cost is also lessened to the associations conducting the exhibitions. It is hardly necessary to say that the greatest care is taken in making the appointments, regard being had both to practical knowledge and to character.

# The Sunday School Lesson

AUGUST 14

Acts 14: 1-28. Golden Text—St. Matt. 4: 10.

Connecting Links.—Paul and his company, leaving Cyprus, had sailed northward to the mainland of Asia Minor, to Perga in Pamphylia. Thence he and Barnabas had gone up through the mountain passes into the interior to the city of Antioch of Pisidia. John Mark, for some unknown reason, left them at Perga and returned to Jerusalem. He "withdrew from them from Pamphylia and went not with them to the work" (15: 38), and this act did not commend him favorably to Paul. For it was never Paul's way to turn back from any enterprise in which he had engaged, however difficult or dangerous it might be.

That Paul went forward under difficulties is certain. He was suffering from some kind of illness, possibly the malarial fever which is so common in these regions and especially along the sea coast. Writing afterwards to the Christian people of these inland cities of Roman Galatia, he says, "Ye know that it was owing to an infirmity of the flesh that I preached the gospel unto you the first time: and that which was a trial to you in my flesh ye despised not nor abhorred: but ye received me as an angel of God, even as Christ Jesus" (Gal. 4: 13-14). That is to say he went up through the mountains of Antioch, hoping in its higher altitude to recover from his sickness, and was received with open-hearted kindness and faith by the people to whom he then brought his gospel message.

There were several Antiochs in these countries. This one was in the old country of Phrygia. The wild and lawless people of the neighboring regions of Pisidia had been subdued by the Romans, who established a chain of fortified posts to maintain order, and included in them, on the north side, Antioch and Lystra. Hence the writer of this history joins Antioch with Pisidia.

1-7. In Iconium. This city, now called Koniak, lay some ninety miles southeast of Antioch of Pisidia. To it Paul and Barnabas came, when forced by the hostility of the Jews to leave Antioch. Here they met with friends, one of whom, by name Onesiphorus, is mentioned in an early Christian story called "The Acts of Paul and Thecla."

The Jews of Iconium, like those of Antioch, resented the preaching of Paul and Barnabas to the Gentiles. The salvation they looked for was the revival and restored power and glory of their own race and nation, and it was intolerable to them that there should be proclaimed the coming of a kingdom which was to include the Gentiles as well. It is difficult for us to realize how intensely and passionately they felt about this matter, and, therefore, how bitterly they opposed Paul's gospel with its universal appeal.

The unbelieving Jews stirred up trouble, and the multitude of the city was divided. However, it was possible for them to continue a long time to speak boldly, preaching and teaching before they were driven from the city by a combined attack of hostile Jews and Gentiles. They went southward and eastward to the cities of Lystra and Derbe.

8-20. At Lystra. The healing of this man, a cripple from his birth, was certainly very wonderful. There is no adequate natural explanation of such an event. When the people saw what Paul had done they were so startled and amazed that they thought he and his companion must be gods. Paul had used the Greek language which they all understood, but they in their excitement broke out in exclamations in their own native Lycaonian speech which the apostles did not understand. There was a story

told in verse by the Roman poet Ovid, that Zeus and Hermes (Greek names for Jupiter and Mercury) had once visited those regions in human form, and the simple-minded folk might well have believed that they had come again. Barnabas, the taller and more dignified of the two, they supposed to be Jupiter, or Zeus, father of the gods, and Paul, more slender, shorter in stature, and more ready and eloquent in speech, to be Mercury, or Hermes, the messenger and spokesman of the gods. We also are men. It was some time before the two missionaries knew what was being said and done. When they did know they were horrified, and running in among the people tried to prevent the sacrifice which was about to be made in their honor. They would have no false honors. They sought only that all men might know and honor the Lord Jesus Christ whom they preached. Getting the attention of the crowd they tried to persuade them of the emptiness and folly of their idolatry, and that they should turn to the living God, the Maker of heaven, earth and sea, and the Giver of all the good gifts which Nature supplies for man's need.

Jews from Antioch, commissioned, no doubt, to follow up the apostles and to make trouble for them, now appear upon the scene. In the riot which followed, Paul was stoned, dragged out of the city, and left for dead. In telling, some years afterward, of these missionary journeys and labors, Paul says that he was "in labors more abundantly, in prisons more abundantly, in stripes above measure, in deaths oft. Of the Jews five times received I forty stripes save one. Thrice was I beaten with rods, once was I stoned, thrice I suffered shipwreck, a night and a day have I been in the deep; in journeyings often, in perils of rivers, in perils of robbers, in perils from my countrymen, in perils from the Gentiles, in perils in the city, in perils in the wilderness, in perils in the sea, in labor and travail, in watchings often, in hunger and thirst, in fastings often, in cold and nakedness." Out of such heroic effort the church was born, and by such patient labor and suffering was the gospel carried abroad.

21-28. They returned again, revisiting those whom they had led to faith in Christ, exhorting and encouraging them to continue in the faith, and helping them to organize themselves into churches that they might carry on the work when the apostles had gone. It is interesting to note that the first ordained leaders in the churches of Paul were called elders, a title which was also borne in those days by village magistrates and councillors.

A true servant of Jesus Christ will seek no honor, and will accept no popularity at the expense of his Lord. When these people wished to honor Paul and Barnabas by sacrifice, the apostles rent their clothes and restrained them. The true servant of God wants to see God glorified, and is not thinking of himself. It is said that Raphael, the great artist, was in the habit of wearing a candle in his cap so that no shadow of himself might fall across the canvas while he was painting. We have to be careful lest our selfish desires obscure themselves and we forget to honor our Master. Campbell Morgan once said, "Many a prophet has been spoiled by going out to dinner." Paul and Barnabas meant to put God first, and would not accept any popularity which would hide the real purpose of their preaching.

## Plant Lice and Their Control.

Every gardener is familiar with plant lice, which present themselves in great numbers in the form of soft-bodied green insects, clustering about the tender ends of growing plants. Besides the green lice, or aphids, as they are more correctly called, there are varieties which are reddish, brown or black, and others again covered with a powdery or woolly substance.

Plant lice do not disfigure the plants by eating the leaves as do some insects. They are destructive, however, by their habit of sucking the juice from the stems. Because of this sucking habit the ordinary poison usually sprayed on plants is not effective in controlling them. It is necessary to spray with a solution that burns the body or otherwise injures it by contact.

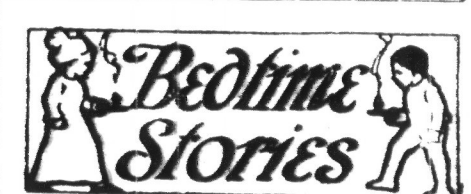
There are two preparations of the commercial products, Whale Oil and Nicotine Sulphate, either of which will destroy plant lice.

In the case of Whale Oil Soap 1 pound of soap should be dissolved in boiling water and diluted to 6 gallons. This is the strength for the green aphid, but for the black or brown aphid a solution of 1/4 this strength will destroy them.

The Nicotine Sulphate solution, which is obtainable from nearly all seedsmen, is prepared in the proportion of 1 ounce to 8 gallons of water. A spray should be applied in a fine mist with an ordinary spraying machine, of which there are many styles available at the seed stores.

Hog raising is a sort of safety valve in the dairy business. They usually go well together and sometimes they are inseparable.

Name your farm and place a well-painted sign up over the gate. Then use the name on every occasion. That's one of the best ways of creating a reputation for your produce.



## The Runaways.

I'd like to see all the shoes in the world  
Go hurrying up the street,  
The slippers hurrying too,  
And never a sign of feet:  
Mother's slippers tap-tap-tapping;  
Sister's sandals clap-clap-clapping;  
Father's rubber boots thump-thump-thumping;  
The gardener's brogans clump-clump-clumping;  
Baby's booties whish-whish-whishing;  
Indian moccasins swish-swish-swishing;  
Brother's tennis shoes slap-slap-slapping;  
Grandpa's gaiters flap-flap-flapping;  
Grandma's "bedsides" plump-plump-plumping;  
The postman's arctics stump-stump-stumping;  
Japanese pattens click-click-clicking;  
Little sharp French heels tick-tick-ticking;  
Soldiers' thick soles tramp-tramp-tramping;  
Sailors' wide soles stamp-stamp-stamping;  
Oh, what a merry thing 'twould be  
When spring is as young as young can be,  
And glad and gay the weather,  
If up the road and down the lane,  
Over the mountains and back again,  
Around the corner and under the stile,  
And over the desert for many a mile,  
The shoes of all the wide, wide world  
Should run away together!  
—Louise A. Garnett.

The hog seems to get a passport overseas easier than any other class of live stock we can produce, and an export trade is now our best hope.

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