

MAKING MONEY AT HOME

Summer Boarders and the Passing Motor Tourists Present New Sources of Income to Every Citizen in Summer Play Ground Areas and Along Main Motor Routes.

It's spot cash every time—this business of catering to the passing motor tourists as well as the summer boarders who can nowadays be gotten from any of the big centres and who are coming over in greatly increasing numbers from the United States where summer weather is much too hot for comfort during the heated season.

This is but the beginning of a new day for women in the country. And for the boys and girls who want to make money of their own. Every passing motor car that comes from a distance spells opportunity for those who desire to cater for this business. One needs but to remember that of all commodities, the most universal, the most appealing, is food. Then think of it in terms of the needs and wants of these summer people. You see its possibilities?

But yet we hear of Mrs. Blank, a farmer's wife, tragically poor, borne down by poverty and debt, communing with her soul one afternoon, when despairingly she looked down from her cool verandah and saw the black line of motors on the road—then she had an inspiration that nobody in that community had ever dreamed of selling farm products by the roadside in an organized business proposition. "Hot dog stands, yes. Soda pop and lemonade stands, yes. But fresh green farm products, no."

All sorts of stuff from rhubarb to field peas and beans, with the general run of garden "sass" as the mainstay, have been coming money for those best located.

Even the cup of tea to weary motorists is making a deal of pin-money for rural people we know; the lunch with it, at say 40 cents to the half-dollar per person, usually charged, is not to be despised.

Best of all it brings company. Women like meeting people, you know; and if the woman of the house is busy the children can stand outside to take care of the business.

Stories of what some women have accomplished in recent years with catering to tourists read like fairy tales. It has usually been discovered that there are two distinct departments, the producing and the selling ends to this business, each equally important, but requiring in the operator different qualities, different gifts of mind. Rarely are both the producing and the selling ability combined in one and the same head.

If a man has genius for production he is apt to be more or less of a dud in the selling line. Here is where the selling ability of the wife can get into play, or, if too busy with ordinary duties, some one else in the same family with the gifts of selling and of making good contracts with the public, should be given this end of the business to develop.

TOURIST NOTES BY THE WAY.

Innumerable small successes in marketing by the roadside to passing motorists are merely indications, sign-posts, pointing the way to greater things as farmers, like business men, are beginning to handle, not only the producing, but also the selling end of their game.

A farmer can nearly always make a profit if he can market his own produce without go-betweens.

"I figure that our success in roadside marketing has been due chiefly to three simple things: First, hard work; 2nd, giving good quality; 3rd, selling at a reasonable price."

A strategic location on a main travelled highway with hundreds of thousands of motor cars passing every day is a big asset to be used in roadside marketing.

"She kept her prices moderate; she took infinite pains to please."

"Down below on that road were prosperous people; they rolled by in their limousines, wads of money in their pockets, able to buy the earth. And up here, 100 yards off, were we, scratching our heads off, and still not making a cent."

"One farmer's wife, with a beauty streak in her blood, had added flower bulbs from her sweet old-fashioned garden and took orders for preserves and jams. And such preserves! . . . She confessed that she had more orders than she could fill."

"She liked to meet her customers face to face and swap recipes. Such life, like spices she flung in her preserve kettle."

"On such a highway, with such a public, the selling possibilities of certain commodities, especially in the food line, is limited only by the blue-sky vault overhead."

And as you know the leisurely motor tourist is getting more and more on to the gravel roads in good weather preferring to keep away from the main highways, with heavy traffic. This spells new opportunity reaching into many little villages, many towns, and to innumerable farm-home gates for those who would make money out of the rising tide of tourist business, coming by automobile to Ontario especially, as the Summer Play Grounds of America.

MAKING MONEY AND NEW FRIENDS.
In a maple-shaded brick house along an Ontario highway a woman had a spare bedroom. It was a good, clean, bright room and she had a comfortable spare bedroom, all at a

recess in the woods, and it stood unoccupied through all the summer heat. This was before the paved road with its inevitable procession of motorists passed the farmstead. With the coming of tourists the village inn filled at night and had to turn away travellers who fumed and fretted at the inhospitality of a country filled with homes. The woman in the brick house heard of it. She offered her spare bedroom and the strangers, looking at the brick house and at the woman herself, snapped it up. Some of them had been a long time away from home.

People who stayed at the brick house told their friends about it and the spare room soon had more patrons than it could accommodate. It happened that the woman needed some extra money just then, and it occurred to her that she had other rooms which could also be fitted up for tourists, and throughout the summer she put up from two to six people practically every night. It did not mean a great deal of trouble to give them breakfast and cream and eggs not a day old. If she had more time, or a grown-up daughter at home, she would probably have opened an all-day tea room and created a market for her fruit and vegetables and chickens right at home. As it is she offers only room and breakfast and the coming and going of the guests interferes very little with her day's work. She keeps a register and takes a new interest in American geography because of the places listed there. When the travellers leave they ask her to call and see them if she ever comes to New York or Saratoga or Kalamazoo. She does not expect to visit these places but she feels as each new party goes on its way that she has made some new friends.

THE "APPLE TREE" INN.
Another woman, a specialist in poultry and horticulture who could have earned her living lecturing on these subjects, preferred to buy a place in the country where she could do an all-time tearoom business and have a country home of her own in the bargain. It was a very ordinary looking house and lot at the edge of a village when she took it. Now it is an old-fashioned English garden with stone walks and flowers and bird-baths, and an old-fashioned house with the main dining-room built on in the shape of a screened porch. At the little gate there is an old apple tree bearing the sign "Apple Tree Inn".

In three years' business "Apple Tree Inn" has become so well known that tourists telephone an hour ahead to have a table reserved for dinner. On a Sunday afternoon, guests who have been invited to rest awhile in the garden before leaving, frequently find the place so alluring that they stay on for tea—not very good motorist progress, perhaps, but indicative of the motorist's appreciation of such places.

Country Women Live Longer.
In spite of her long hours of work the country woman has the best chance of attaining a ripe old age, according to Hygeia, a medical publication. The authority states from a study of mortality statistics, that she lives longer, on the average, than the city woman, the city man, or her country husband.

No attempt is made to explain why this is so. It may be that her life is a testimonial to the advantage of hard work, or living a quiet existence, or to being in and out of doors. However, this longevity is some compensation for the burden she has carried, and it is to be hoped that she may continue to enjoy the blessing of long life, and at the same time have the advantage of modern home conveniences. These advantages may enable her to establish still greater records in Marathon living.

As to Requeening.
Requeening colonies, says the Dominion Apiarist, is best done during the latter part of July or early in August. A young queen will at this time, he points out, produce the largest force of juveniles in time for the winter without any danger of being superseded. In the succeeding spring she is still less than one year old and still in her prime, able to carry on a brood production at a rapid rate. Figures gathered from twenty colonies in 1923 and 1924 show that ten colonies headed with queens less than a year old were rather better producers than those containing older queens. In his article in the July Seasonable Hints the Apiarist points out that a good queen in the fall gives strong colonies for winter; that, wintering conditions being equal, the strongest will be the strongest in the spring, and that strong colonies in the spring are those that build up best for the fall.

Unchaining a Cow.
If you ever have a cow choke on a potato or anything similar, don't try to jam it down the animal's throat for you are apt to jam it into the windpipe. Many cows have been killed in that way. By feeding for the potatoe you will readily find where it slipped back of the teeth and you can have it struck and push it into the animal's mouth.—G. R. F.



ENSEMBLE SUIT OF UNUSUAL SMARTNESS.

There is no getting away from the completeness, the comfort and the harmony of the ensemble costume. The model pictured here is developed in Kashmir flannel and printed silk of an unusual design. The straight-line frock features the all-around circular flare and is of flannel matching the coat. The unlined flannel coat has a collar of white lapin fur, which is tacked onto the cloth collar and may be omitted. The diagram shows the design of the dress, and long sleeves are provided in the pattern. The frock No. 1052 is cut in sizes 34, 36, 38, 40 and 42 inches bust. Size 38 bust requires 4 yards of 36-inch, or 3 3/4 yards of 54-inch material. The coat No. 1053 is cut in sizes 34, 36, 38, 40, 42 and 44 inches bust. Size 38 bust requires 4 1/4 yards of 40-inch, or 3 3/4 yards of 54-inch material. Each pattern 20 cents.

The designs illustrated in our new Fashion Book are advance styles for the home dressmaker, and the woman or girl who desires to wear garments dependable for taste, simplicity and economy will find her desires fulfilled in our patterns. Price of the book 10 cents the copy. Each copy includes one coupon good for five cents in the purchase of any pattern.

HOW TO ORDER PATTERNS.
Write your name and address plainly, giving number and size of such patterns as you want. Enclose 20c in stamps or coin (coin preferred); wrap it carefully for each number, and address your order to Pattern Dept., Wilson Publishing Co., 73 West Adelaide St., Toronto. Patterns sent by return mail.

Summer Topping of Blackcaps.

What makes the average raspberry patch a jungle is the fact that all the new growth of canes in summer is not properly taken care of. Perhaps a few suggestions as to the course I have followed through a matter of 20 seasons with uniform success will be helpful.

To none of the plants, new or old, do I do anything until the bearing is done. This (in my latitude) is about the middle of July. Then I take a day or so to put the raspberries in decent condition. First, all the old wood is carefully cut out, carried to a pile, and burned.

I cut out and burn all plants that appear in the least affected by disease, and those which look spindly. Then the patch is thoroughly cleaned of all weeds and accumulated trash. The fine new canes that are to produce next year's crop, I tie up stakes. (Before tying I drive these stakes down tight.)

Then comes the topping; and this is often a matter of personal taste with different growers. I do not top all canes at the same height, nor at the same time; I top at three and one-half or four feet all canes that look lusty enough to be considered almost mature. Others I let grow until they reach that height. Sometimes a good cane will not grow higher than that; then no topping is used. I find it a good plan to touch the top of each severed cane with a pinch of arsenate of lead or Paris green, otherwise a borer may enter through the soft pith thus exposed. But such borers are only occasional visitors; I never know them to enter more than a half-dozen canes even in a large patch.

Shortly after the topping, especially if a spell of real growing weather ensues, the canes will shoot long streamers downward. About once every ten days I trim these off about 18 inches from the parent. If they are allowed to take root, the patch will soon become a wilderness. If their growth is checked, they will become stout fruit-bearing limbs. By this method of treatment, a raspberry patch can be kept clean and orderly, and topped canes will bush out in the most astonishing fashion. These heavy-headed plants are the ones that give the big crops.—A. E.

Keep your plowshare shiny, also your heart.

S.S. LESSON

August 2. The Epistle of James. The Book of James. Golden Text—Be ye doers of the word, and not hearers only.—James 1: 22.

SUBJECT:
WHEAT RELIGION, PURE AND UNDEVELOPED, IMPLIES.

INTRODUCTION.—It is not known when the Epistle of James was composed, nor to whom precisely it was addressed. The opening verse simply states: "James, a servant of God and of the Lord Jesus Christ, sends greeting to the twelve tribes which are of the Dispersion." The term Dispersion refers ordinarily to the members of the Jewish people who have settled abroad. These would include many whom James is addressing, implying by the words "the twelve tribes" that the Christian part of the Jewish people is the true Israel of God.

The Epistle is a homily or practical exhortation on the Christian life. Tradition identifies the writer with James, the Lord's brother, who at an early Jerusalem (Gal. 1:19, 2:9; Acts 15:13). If the identification is correct, it is probable that our present Epistle represents a later literary setting of the original letter which James composed.

The subject of the Epistle is "Practical Christianity." The writer shows that this involves humility (19-21), obedience (22), true self-knowledge (23-25), reverence (26), and reality (27).

Vs. 19-21. James shows that humility, the willingness to listen to the teaching of Christ, is the first requisite of sincere religion. Many persons in the church had themselves received a proper grounding in the truth. This premature ambition to speak had unfortunate consequences, one of which was readiness to quarrel and to lose patience with their fellow-Christians. James urges that Christians should "be swift to hear," but "slow to speak." Their first duty as disciples is to learn. To listen to God is more important than to speak for Him, until at least the soul has mastered what God has to teach it. Humility, therefore, an earnest and teachable spirit, is indispensable to true piety. Does not Jesus say that it is "the poor in spirit" who inherit the kingdom of heaven, Matt. 5:3?

V. 20. For lack of a teachable spirit Christians sometimes give way to anger with others, and mistake this impatience for genuine zeal for God. James points out that to become angry or abusive never promotes any religious purpose. "The wrath of man does not work divine righteousness." The true servant of Christ is always kind and forbearing in dealing with others. He is never sarcastic or contemptuous.

V. 21. Therefore, we must suppress all these ugly and mischievous manifestations of temper, and make it our business rather to receive God's holy law in lowliness of mind. God's word is like a new branch or shoot which a gardener grafts on to a wild rose or apple-tree in order to obtain cultivated flowers and fruits. If we receive the truth meekly, it will have its effect in the saving of our souls.

V. 22. Secondly, the Christians must show to the truth as we must translate it into action. Our religion is not to be all in the mouth. Compare the man who built his house upon the sand, Matt. 7:26-27.

Vs. 23-26. True piety requires, in the third place, that we recognize what we truly are in the sight of God. If we listen to the truth, but do not go any further, we are like those who get a glimpse of themselves in a mirror and see all their faults and defects, but the next moment forget how they looked. Self-love is apt to blind us to our unrighteousness in the eyes of God. We listen to God's word, and it shows us our sins and faults, but if we only listen, if we do not act upon what we have discovered about ourselves, and about what the Lord requires of us, we are no better than the unenlightened.

V. 25. The gospel, the teaching of Christ, is the perfect expression of God's holy will for us. Therein we see what God is, and what our duty is, and we see it in a manner answerable to our own deepest thoughts and convictions. If, therefore, we act on it, giving ourselves up to a cramming will instead of merely taking it in with the ear, we can count on being blessed and saved. It needs obedience to make religion real and of any value.

St. James calls the gospel "the perfect law of liberty, because it corresponds with our own truest intuitions of what is right. It is not felt as a cramping burden like the old Mosaic Law. Rather it is the means of our own freest and highest self-development.

Vs. 26, 27. St. James takes a practical instance. Whatever religious profession a man makes, if he cannot keep his tongue from being abusive and quarrelsome, he is not a true Christian, but only a pretender. Reverence is necessary to a truly religious life.

V. 27. Finally, the only genuine worship of God consists in a life that is (1) devoted to the relief of distresses worldly or selfish motives. Where there is no desire to help widows and orphans, or where a man's motives are no higher than those customary in the ordinary world, it is quite false to speak of a man as a true worshipper of God.

Do you want to see a pumpkin spread itself? After it comes up take a box a foot or so square, knock out the bottom and put the frame in the ground near the vine. Partly fill the frame with barnyard manure, and keep the manure wet till the season ends. What you get will be some pumpkins.

If a cow produces 175 pounds of butter in a year, she's well worth keeping.

PROTECTION OF POTATO, CELERY AND CABBAGE CROPS

The damage done to the vegetable crops each year by insects and diseases is enormous, but nevertheless, quite unnoticed by many growers. Many of these losses could be reduced to the minimum if proper spraying machinery and materials were available. Plants to produce the maximum yield per acre must be protected from injury; because if the foliage is hampered and prevented from functioning properly, there is bound to be a reduction in returns per acre.

The more thoroughly that spraying is done, the less injury there will be to the plants, and to accomplish this, it is necessary to have proper machinery and materials. Where a large acreage is to be sprayed, a specially constructed four row, twelve nozzle machine should be provided, with pumping capacity to maintain pressure around one hundred and fifty pounds per square inch. Where the area to be sprayed is smaller, there are several makes of smaller spray machines which are quite satisfactory, and which will do good work if properly used. One of the chief points in spraying is to see that the work is carefully and thoroughly done.

As soon as the potato plants are about six inches above the ground, spraying should be commenced, using the 4-4-4 Bordeaux mixture preparation to which may be added one and a half pounds of arsenate of lime or arsenate of lead in the dry form, per 40 gallons of spray. If leaf hoppers are present, 1/2 of a pint of nicotine sulphate added to the above mixture will be found effective. In the early part of the season, it is important that the Bordeaux mixture be used to protect the plants from an attack of early blight, and, combined with the two other ingredients, it will give protection against the young potato beetles and leaf hoppers, the latter of which are the cause of hopper burn.

Continued spraying should be done throughout the season, at intervals of ten days, until the danger of insect injury and disease infection is past. It very often happens that when the late blight does the most damage. In preparing the stock solutions, only the

best material possible should be used. This applies especially to the lime, which should be fresh and unslaked.

To produce celery continuously for years under the intensive method is certainly costing trouble, if preventive measures in the way of spraying are not attended to. Celery blight renders a good crop practically worthless in a short space of time. Spraying with Bordeaux mixture can be considered as a type of good insurance and should therefore not be neglected.

The proper procedure is to start spraying the plants while they are in the cold frame and to continue the applications at intervals of ten days until quite late in the autumn. Should there be only a slight amount of blight present on the plants when lifted for winter storage, this infection will rapidly spread when the plants are packed away in the storage cellar, causing a tremendous loss. At any rate, clean celery will command the highest market price.

To obtain the best results from spraying, three nozzles should be used on each row, so as to thoroughly cover the foliage and leaf-stalks with Bordeaux, one nozzle directed downwards and one nozzle on each side of the row. The addition of 1/2 pint of nicotine sulphate to 40 gallons of Bordeaux will control thrip.

For the control of the green cabbage worms, which riddle the leaves and heads of the plants during the late summer and autumn, there are two remedies which work very well, the use of a poisoned spray or dusting with pyrethrum powder.

Many people object to poison being used on cabbage, but as the heads fill from the inside outwards, and the leaves are tightly clasped, there is no danger in using a poisoned spray. However, if a non-poisonous remedy is desired, one part by weight of fresh pyrethrum powder or Persian insect powder mixed with four parts of cheap flour, placed in a perfect sealer jar and left to stand over night will be found to be a good control when dusted on the heads and leaves in the morning while they are still damp with dew.

Marketing Green Ducks.

Green ducks should be marketed just as soon as they have completed their first coat of body feathers. The Pekin duck, which is the best breed for the "green duck" trade, usually attains marketable size in from eight to twelve weeks from date of hatching. Green ducks should be developed as rapidly as possible as there is a co-relation between rate of development and cost per pound, the cost increasing very rapidly as the ducklings reach marketable age.

Ducks may be marketed either alive or dressed. If the market is a local one the birds may be sold alive, but if the market is distant much better returns will be secured by dressing the birds before shipping.

When green ducks are being marketed alive the sale should be made before the birds are shipped as ducklings do not stand confinement well. Ship the birds in roomy, slatted crates and put in dry shavings to keep them clean and dry until they reach their destination. The ducklings should not be fed before shipping, and shipment should be made as early in the day as possible.

To secure the best returns for green ducks they should be sent to market dressed. The birds should be starved for about eighteen hours before killing, but they should be given all the fresh water they care to drink. The water will assist in cleaning out the intestines and thus prevent discoloration through fermentation of food in the digestive tract. When the birds are ready for killing hang them up by both legs. Ducks should be bled in the mouth and then the blade of the knife should be forced into the brain so as to render the bird unconscious. After bleeding has stopped the birds may be taken down, and then they are ready for scalding. Dip each bird in scalding water, leaving it submerged for about thirty seconds,

Efficiency of the Hen.

The hen leads all other farm animals in the quantity of edible food solids manufactured as compared with the weight of the dry matter in her body. She is capable of truly remarkable performance when well fed and properly handled.

As an example we may take a Leghorn hen weighing three and a half pounds and laying 200 eggs in a year. Of course this will be her pullet year record and at the end of the year she will weigh around four pounds rather than three and a half.

In the 200 eggs will be between five and a half and six pounds of edible food solids. If the eggs are more than average in size the total may be even greater.

This amounts to nearly four times the quantity of dry matter in the body of the hen at the beginning of the year. No other farm animal can do so well. It would therefore seem to be a wise procedure to give the poultry flock at least as good a chance in the way of comfortable housing and careful feeding as is given to the other stock.

BOYS AND GIRLS CAN SELL THE BUTTERMILK

Passing Motorists Eager for This Refreshing Beverage; so Good from the Home Dairy.

In much of our picturesque lake and highland country, where scenery abounds, the home dairy flourishes and good, fresh buttermilk, with its specks of butter floating in it, is about the most refreshing beverage that could be especially to people passing along the highways in automobiles.

Boys and girls who are eager to make money of their own are finding a ready sale for buttermilk on churning day. A little table at the roadside, a bit of a sign painted or chalked on a convenient board, say 200 yards up away, and one down the road, says "Fresh Buttermilk," and cars stop and the people buy and are willing to pay well for the real article, served cleanly and attractively.

Hot dog stands, and roadside markets, or the restaurant and the hotel in the nearby centre are outlets at fair prices for buttermilk. Trouble usually at this time of the year is to

get sufficient supply. Two little boys, known to the writer, make splendid money each 12th of July at the Orange parade; their pails of buttermilk, in 5c a glass, are soon sold out and no more supply to be had.

This by-product of the home dairy is taking on a new meaning to boys and girls, who can get it to sell to passing motor cars. As a thirst-quencher, a stomachic, a diuretic, a food and all-round health-giver, where is there any beverage that can equal good buttermilk?

Passing motorists are eager for this refreshing beverage. Parents need only to suggest the sale of it to the children; during the holidays and one of them will start in adding to a bank account with sales from this commodity, also possibly from wild fruits, berries, etc., and garden stuff, if it is available to spare, and time can be found to attend to selling it at the roadside gate.