

98% Of the World's Creameries Separate their cream with a DE LAVAL

TEN YEARS AGO THERE WERE A DOZEN DIFFERENT MAKES of creamery or factory separators in use. Today over 98 per cent of the world's creameries use De Laval Separators exclusively.

IT MEANS A DIFFERENCE OF SEVERAL THOUSAND DOLLARS a year whether a De Laval or some other make of separator is used in a creamery.

EXACTLY THE SAME DIFFERENCES EXIST, ON A SMALLER scale, in the use of farm separators. Owing to the fact, however, that most farm users do not keep as accurate records as the creameryman, or test their skim-milk with the Babcock tester, they do not appreciate just what the difference between a good and a poor separator means to them in dollars and cents.

NOW IF YOU WERE IN NEED OF LEGAL ADVICE, YOU WOULD go to a lawyer. If you were sick you would consult a doctor. If you had the toothache you would call on a dentist. Why? Because these men are all specialists in their line, and you rely upon their judgment and skill.

WHEN IT COMES TO BUYING A SEPARATOR WHY NOT profit by the experience of the creameryman which qualifies him to advise you correctly? He knows which separator will give you the best service and be the most economical for you to buy. That's why 98 per cent of the world's creameries and milk dealers use the De Laval exclusively.



THERE CAN BE NO BETTER RECOMMENDATION for the De Laval than the fact that the men who make the separation of milk a business use the De Laval to the practical exclusion of all other makes of cream separators.

Your local De Laval agent will be glad to let you try a De Laval for yourself on your own place. If you don't know the nearest De Laval agency simply write the nearest main office, as below.

DE LAVAL DAIRY SUPPLY CO., Ltd.

LARGEST MANUFACTURERS OF DAIRY SUPPLIES IN CANADA
Sole distributors in Canada of the famous De Laval Cream Separators and Alpha Gas Engines. Manufacturers of Ideal Green Food Silos. Catalogue of any of our lines mailed upon request.

MONTREAL PETERBORO WINNIPEG VANCOUVER
50,000 BRANCHES AND LOCAL AGENCIES THE WORLD OVER

25 CLYDESDALE STALLIONS 25

Imported and homebred. All ages, sizes and qualities

30 CLYDE MARES AND FILLIES 30

HACKNEYS AND WELSH PONIES

SHORTHORNS (Bulls and Females)

Dual Purpose and Beef Strain

Prices and Terms Reasonable

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GOLDEN WEST BALGREGGAN Phone M 1003 Box 2089, CALGARY, ALTA.

Shellbrook Pure Bred Stock Farm

E. S. CLINCH, Proprietor

Herefords - Shropshires - Berkshires

A FINE BUNCH OF YEARLING
HEREFORD BULLS FIT FOR SERVICE

Write for Prices

SHELLBROOK, Sask.

WHEN WRITING TO ADVERTISERS PLEASE MENTION THE GUIDE

Town and Country Co-operation

Continued from Page 9

however indirectly, in the success of the farmer. It has been highly gratifying to them to receive reports from time to time that Farmer A.B.C.'s red cow has a fine heifer calf, or that S. and S.'s Berkshire sow had a fine litter of pigs, and that Mrs. This-and-That is getting top price for her butter made from the milk of the three Holsteins. A very large share of the credit for this scheme is due to the energy and initiative of the president of the Board of Trade, G. R. Marnoch.

Other Like Organizations

At various places in the United States organizations of a similar nature to those just outlined are in operation and have done excellent work. At Great Falls, Montana, twenty leading business men formed a combination by signing a special agreement binding themselves in the form of a note to the extent of \$500 each. Secured by this one of the leading banking institutions agreed to finance the bringing in of dairy stock. Settlers in one tributary territory were advised that funds would be furnished them to buy dairy cows, no one to have more than five. Mr. L. Newman, who was trustee of the fund mentioned above and the real organizer of the project, says:

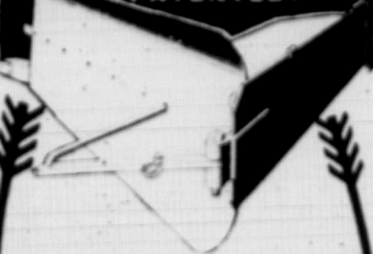
"Upon application for such and upon the approval by the trustee, who, of course has inquired into the standing of applicants in his locality for honesty and integrity, we allowed the farmers to purchase the cows themselves; but we had previously arranged with one of the leading business men of the state to ship in several car loads of Holstein cows on his own chance of disposing of the same among these farmers and others, and when such cows were selected the bill was sent in to me as trustee and I obtained the cash necessary for each transaction from the First National Bank here. The farmers obtaining such cows signed a form of note which provided that he agreed to take good care of the stock in a husbandlike manner and also to have half of the proceeds of his milk or cream deducted and forfeited to the trustee here, same to be applied to his account. The bank charges us 8 per cent and that is the rate that the farmers pay. The first year that the cattle were distributed we provided also that the stock was to be insured for \$500. After the first year the same was discontinued because we felt that the increase, which averaged about four calves out of five, was sufficient security to protect us, regardless of the insurance, and further insurance was left optional with the farmers themselves, which, however, they all discontinued on account of the high rate.

We have no regular form of by-laws or dividends of any kind, because the matter was left entirely to the discretion of the trustee. The note also provides that until the stock and its increase is paid for, the title belongs to the trustee for the business men whom he represents. We have not set a special time in which the repayment was to be made, and while a few are, of course, slower than others, we have not hurried them but rather prefer to give them their own time, as long as we are satisfied with the honest intention of the farmer. However, I find that we have been just a little too lenient and a few have unnecessarily taken advantage of the condition. That has been about the most annoying feature of the entire proposition.

A cheese factory, which we organized and operated, was temporarily closed up for the winter because of not having a sufficient supply of milk, but during its operation it had better than paid expenses."

A considerable amount of stock has been distributed from Duluth thru the credit furnished by three men there guaranteeing to the bank such loans as was necessary to finance stock purchases for the surrounding farmers. Security was taken by chattel mortgages and personal responsibility, as well as ability to care for stock purchased were the main features in considering distribution. Here the buy-

The Mart in Farm DITCHER and Road GRADER (PATENTED)



\$47.50

For this small sum you can own this wonderful Ditcher and Grader—a necessity on every farm—it will clean out your ditches—run the water off your low lands—dig your tile drains to 2 or 3 feet. It will do in one day the work of 50 men with picks and shovels. It pays for itself with its first day's work.

Send to-day for particulars.



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You cannot afford to buy LUMBER without knowing our prices. We will quote you the LOWEST WHOLESALE MILL PRICES, on dimensions, Lumber, Ship-lap, Flooring, Ceiling, Siding, Mouldings, Shingles, Windows and Doors, in fact everything in lumber, you would require for your building, and the prices are delivered, freight paid to your nearest railroad station.

A POST CARD will bring our prices, or send us your bill of lumber and we will give you a detail estimate of the cost, FREIGHT PAID.

CLUB ORDERS will have special care, we will load each lot separately in the car, and separate each lot on the invoice. WRITE FOR PRICE LIST TODAY.

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INSTEAD OF RETAIL TO A NEIGHBORHOOD.

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