

TRADE TOPIC.

**BEATTY BROS. BUY WORTMAN & WARD.**—Almost every farmer in Canada has some goods on his farm manufactured by the Wortman & Ward Co. Its line of churns, pumps, washing machines, grain grinders, pea harvesters, etc., is favorably known from one end of the country to the other. In these lines, the Wortman & Ward Co. is one of the largest manufacturers in Canada. The Wortman & Ward plant is one of the largest industries in London, Ont. The industry was started here by Mr. Wortman in 1879, in which year he came to London with a capital of only \$350. To-day they employ over one hundred hands, and their factory has some 60,000 feet of floor space. The growth of this industry shows very clearly how a business can be built up when the aim is to turn out the very best possible goods, and to always deal fairly with the customers. Mr. Wortman was an inventor rather more than a salesman, and the extended sale of his goods was owing rather more to the quality he put into them than to any forceful selling system. For many years the business has been steadily increasing, while no advertising whatever has been done, and very few representatives kept on the road. Any farmer who has used the Daisy churn, or the Daisy grain grinder, or Wortman & Ward pumps, is well aware of the quality of the goods. The firm of Beatty Bros. who have purchased the business is well known to every reader of this paper. Beatty Bros. is one of the most progressive manufacturing firms in Canada. They fully appreciate the opportunity that a firm has manufacturing for the wonderfully-growing market of this country. Perhaps no other firm in Canada, making farm tools, has grown as rapidly in recent years. The BT. Hay Tools, BT. Litter-carrier, and BT. Sanitary Stalls, are the standard for this country. In manufacturing this line of barn-equipment, they employ over one hundred men, and have branches at St. John, Montreal, Brandon, and Vancouver. It is their intention to continue to manufacture the Wortman & Ward lines in the London factory, and it will be their aim to keep up the high standard of quality which Wortman & Ward Co. has always been noted for. The head office of the company will be at Fergus, Ont.

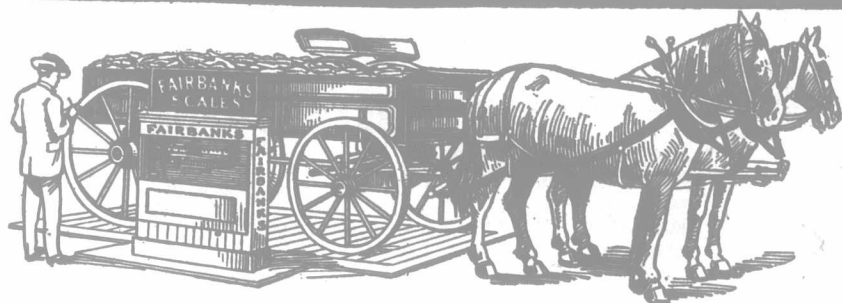
GOSSIP.

Oxford Down sheep, shearling and ram lambs, sired by Imp. Hamptonian 96, champion ram of the breed at Toronto and London, when a shearling, are advertised for sale in this issue by A. Stevenson, Maplewood Stock Farm, Atwood, Perth County, Ont. They are described as all good, typical Oxfords, and will be sold at reasonable prices. This excellent breed is fast gaining in popularity, both in Britain and America, as profitable stock, strong in constitution, and large producers of both mutton and wool.

The Ayrshire bull calves advertised for sale by Alex. Hume & Co., Menie, Ont., were born in July, 1912, and not 1911, as stated in last week's issue. Owing to an unusually large crop of male calves this year, they are offered at sacrificing prices, and the present is a favorable time to buy, for if these calves are well fed, they will be fit for service by June 1st, 1913. They are of first-class breeding, dams and grandams having all qualified for Record of Performance, and all are sired by the imported champion bull at London both 1911 and 1912.

The following letter, with no signature attached, was received by a country editor recently:

"Mister editor—I want to noe why hit is that you use so infernal much parshality in your little ole paper. Me and My folks have bin visitin half dusin time lately and you never sed one word about hit. You run after the big bugs and let the little ones goe. I have ben thinkin of subscribin fer your ole paper but i won do hit now. You no ho this is. One Ho' Has Bin Ronged."



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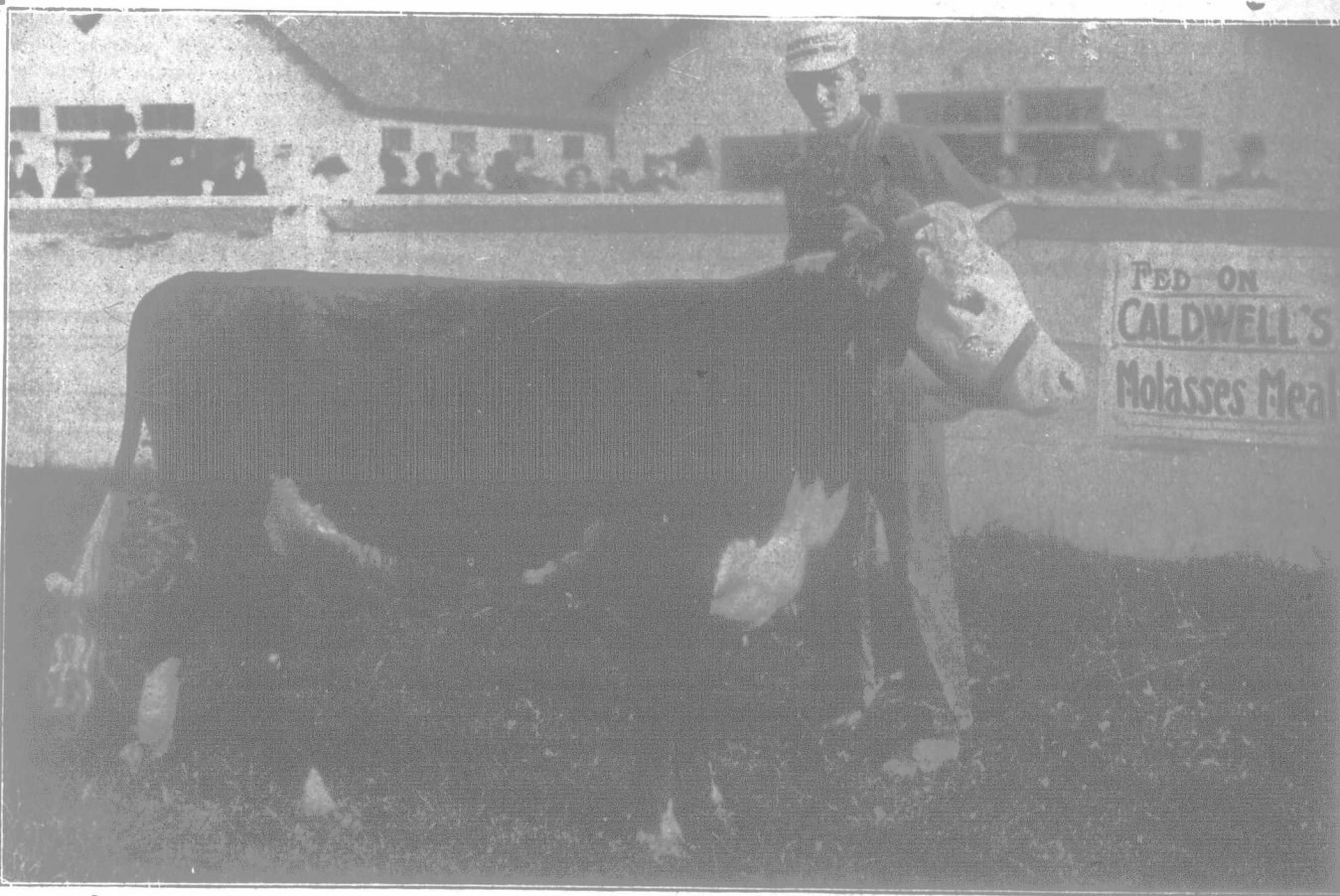
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Hereford Heifer first in Toronto as a calf in 1911, second at Toronto as yearling, 1912. First prize and champion female at Ottawa. Property of W. H. Hunter & Sons, Orangeville; fitted on Caldwell's Molasses Meal.

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**CALDWELL'S MOLASSES MEAL**

means prime conditioned stock at less cost than your present feeding.

Get that fact, Caldwell's Molasses Meal does not add to your feeding costs. It's a **distinct** economy. Use it according to directions. Your horses will look better, work better and live longer. Cows will keep up in flesh and give more milk. Sheep will thrive, lambs come earlier to maturity, and your hogs show you an increased profit.

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DUNDAS - ONTARIO

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