

# Gillette Safety Razor



## He'll Appreciate Your Good Judgment As Well As Your Good Will

if for Christmas, 1917, you send him a Gillette Safety Razor! That's the gift that is valued Overseas for itself as well as for the sake of the sender. Few articles of personal equipment are so welcome, for the Gillette is known up and down the Allied lines, by Canadian, Briton and Anzac, Frenchman, Italian and American, as the one sure passport to a clean and enjoyable shave.

Even if he has already had one, the man in whom your hopes centre will be glad to get another Gillette Safety Razor. For under active service conditions, equipment so sought after as the Gillette strays easily and often, and he may now be trying to worry along again without one. So whatever else your box may contain, don't forget a GILLETTE SAFETY RAZOR—and a good supply of blades.

If you prefer, we will take your order, through your dealer or direct, and deliver the razor of your choice from our nearest depot Overseas. Ask your dealer about this when he shows you his Gillette assortment.

Standard Sets and "Bulldogs" cost \$5.00—Pocket Editions \$5.00 to \$6.00—Combination Sets \$6.50 up—at Drug, Jewelry and Hardware Stores.

Mails are congested—shipments slow. Send his Gillette early!

**GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED,**

Office and Factory: Gillette Building, Montreal

274

## Sydney Basic Slag IS NOW RECOGNIZED AS THE LEADING FERTILIZER IN ONTARIO

One of the most progressive farmers in Ontario, who is also a keen business man known all over Canada, used 100 tons of our goods this Fall. He has tried Basic Slag against all kinds of fertilizers, and his testimony is that it is the best value obtainable. We have any number of farmers using a whole carload on their land. Basic Slag costs \$22 per ton ex railway car in Ontario, for cash. If we are not represented in your district why not take our agency and distribute a car of 20 tons among your neighbors? You will be reasonably remunerated for your trouble, but, above all, you will be conferring a benefit on your community. Write us and our representative will call and have a talk with you.

**THE CROSS FERTILIZER CO., Limited**  
SYDNEY, NOVA SCOTIA

## Milk Producers Who Control Sale of Their Milk

(Continued from page 7.)

dered. This is supplied from the work is appreciated by the dealers, who always know where they can obtain extra milk when required. There are about 27 dealers in Vancouver and all the largest dealers buy their milk from the milk producers' company. Where formerly most of these dealers maintained surplus depots they now rely on the farmers' company to adjust the matter of surplus milk.

### Contracts With the Dealers.

Mr. Sherwood, the Manager of the Company, gave me an interesting account of how the company sells its milk to the dealers. "Where the producers formerly sold their milk direct to the dealers," said Mr. Sherwood, "we now make contracts to purchase their milk from them and then resell the milk to the dealers. Thus, the dealers deal only with us instead of with the individual farmers. After we have completed our negotiations with the dealers we instruct the producers where to ship their milk and the dealers are expected to secure the milk from the various receiving stations according to our instructions.

### Weights and Tests.

"Before our company was organized the producers used to have considerable difficulty with the dealers over the weights and tests of their milk. Our contract with the dealers now reads in part as follows:

"The purchaser shall furnish the Association's individual weights and tests of all milk delivered to him and the purchaser shall conduct his weighing and testing in a manner satisfactory to the Association. The Association shall be entitled to check such weighing, and if the Association desires its representative may himself conduct the weighing and testing at the purchaser's dairy. The purchaser's weights and tests shall govern unless the Association desires to conduct the weighing themselves, in which event their testing shall govern."

In order that the weighing and testing of the milk might be done on a basis likely to prove satisfactory both to the producers and to the dealers the company succeeded in getting the provincial government to appoint two officials to look after the work. It was hoped at first to have all the work done by government officials. While the two men have not been able to do all the work their work has been very beneficial. Where they find any big variations the dealers are required to pay for the milk on their tests. "It is only right," said Mr. Eckert, "that the government should protect the farmers in ways like this." The milk is bought on a butter fat basis but sold by the quart. The dealers started this system about four years ago and as it has been found satisfactory it was continued. Vancouver requires that milk sold in the city shall test 3.25%.

As the cost of shipping milk varies according to the distance it has to be shipped the company establishes a price for milk delivered in Vancouver and makes allowances from this price according to the distance the milk is shipped. In this way producers receive the Vancouver price less their shipping charges.

The milk dealers in the city conduct their own milk delivery routes and consequently there is much overlapping. The city council recently appointed a committee to see if the price of milk could be reduced. The committee proved conclusively that the farmers were not receiving too much and offered to reduce the cost of delivering milk in Vancouver by twenty given good results in the cow testing per cent. If the city council would at work of the dairy division, Ottawa.

low the farmers to take entire charge of the delivery of the milk in the city. This offer the council did not see its way clear to accept.

### New Department Organized.

The company has a milk department and is now organizing a feed department, each of which are to be under competent managers. The business of all departments centres in the head office where it is checked monthly by the executive.

"We have 775 members," said Mr. Eckert, "and are forming district organizations so that local branches may assist our directors in their work. Plans for business extensions are being developed and we intend to keep our members fully advised on all our plans. In my opinion when a company like ours has proper supervision, sufficient capital and the confidence of its members the directors should have no trouble in establishing it on a successful basis."

The officers of the company are President, E. B. Barrow, Chilliwack; Vice-President, J. W. Berry, Langley Prairie; Secretary, W. J. Park, Pitt Meadows; Treasurer, C. E. Eckert.

### Cooperative Live Stock, Etc.

(Continued from page 6.)

organization and thereby comes in contact with a large number of farmers.

How is the stock shipped? The farmers notify their local committees about two weeks in advance of the time when they wish their stock shipped, and these committees in turn advise the manager of the number of cattle or other stock to be marketed.

He then makes arrangements for getting the stock on an and notifies the farmers what day their stock is required. When the stock is brought to the railway station all cattle, calves or sheep are weighed and marked with a number. By this method each farmer gets the exact value of each animal he sells, less the freight and other necessary expenses. Hogs are paid for by the salesman when they are delivered at the station, but cattle and other stock are settled for upon his return from the market.

The salesman is paid a commission on each animal he markets. In case of stock being injured or dying from overheating during transit and thus causing loss a reserve fund is created so that every shipper is protected from sustaining any losses.

This system of marketing live stock has proven very satisfactory to the farmer, and large numbers of them sell all their stock this way and do not wish to go back to the old method of giving some one half of their stock to get the other half marketed.

### Are Good Cows Mis-judged?

RECENTLY three cows that stood side by side were tested for nine consecutive milkings: The first cow had an average test of 3.7 per cent of fat, the maximum and minimum tests being 2.9 and 5.5 respectively. The second cow had an average for the nine tests of 4.2 with maximum and minimum tests of 2.4 and 5.4. The average test for the third cow was 2.6, with extremes of 2.0 and 4.0.

Hence it is evident that the laudable desire to know what a certain cow's milk tests for fat, may be deferred entirely if only one sample is run through the machine. In the light of the examples given above, as well as of hundreds of other instances on record, it is safe to conclude that a fair method is to test a composite sample of five or six milkings taken at intervals when the cow is in normal condition. This plan has given good results in the cow testing of the dairy division, Ottawa.