

# As Others See

THE

## B-L-K

### MECHANICAL MILKER

Mr. Benoit Trude, Sec.-Treas. of  
La Cie De Laiterie, St. Laurent, Montreal.

Dear Sir—In reply to yours of the 4th inst., I may say that we are satisfied with the Burrell Cow Milking Machine.

It has now been in use for a few months, and has worked to our entire satisfaction in all respects.

Yours very truly,

R. R. P. TRAPIST,  
per Fr. M. Emillion, Asst. Sec.

### "Without the Milker I Would Go Out of the Dairy Business"

Note the following

BEAVER MEADOW STOCK FARM

A. M. Zoeller, Prop.

Importer and Breeder of High Class Holsteins.

New Hamburg, Ont., Sept. 25th, 1913.

Messrs. D. Derbyshire & Co., Brockville, Ont.

Dear Sirs,—Yours of the 21st received asking how I was getting along with the B-L-K Milker, I am not only glad but am really proud to add my testimony for something I prize so highly. I have used it for a little over one year and have never missed even one milking with it, except once when the power went wrong. One man soon to purchase another milker so as to milk six at a time. I intend to tell you as I have told many others, that if I had to do without the milker I would give up the dairy business. I have no trouble with my four-cow milker has cost me less than five dollars for the whole time that I have used it. I cannot recommend or praise the B-L-K machine too highly. It would certainly pay any farmer with fifteen cows or more to have the milking machine.

Wishing you every success, I am

Very truly yours, A. M. ZOELLER.

We do not need to say anything further this week about the profitable results that you, Mr. Dairyman, can obtain by the use of the B-L-K. The unsolicited testimonials above stand for more than we could possibly convey to you even in half a dozen advertisements.

We will, however, be glad to send you our literature on receipt of a post card.

Remember, too, that we handle the "Simplex" Cream Separator.

## D. Derbyshire & Co.

Head Office and Works - - - BROCKVILLE, ONT.

Branches: PETERBOROUGH, ONT. MONTREAL AND QUEBEC, P.Q.  
WE WANT AGENTS IN A FEW UNREPRESENTED DISTRICTS

Use this on the Farm and in the Home

NO wasting time over a lantern. Wherever you want a powerful light—indoors—outdoors—in any weather—you can get it instantly if you have a

### "NINE LIVES" ELECTRIC FLASHLIGHT

Just press the button and get a bright, powerful gleam of light as strong, handy on hundreds of occasions. No noise. No danger. Weighs only three. Always ready. "Nine Lives" four times as strong as any other and costs less to recharge. You cannot be injured. Can't explode with the battery on hand. It. Sells in a pocket bag.

Mail your order today to—  
CANADIAN CARBON CO. Ltd., 92 West King St., Toronto

Only  
\$2.00  
prepaid

## Enthusiasm

You Never Saw The Like of the enthusiasm of people who keep poultry.

They are wide-awake—open to learn. They read everything they can get that will in any way help them make more money.

Our people are not poultry fanciers. They

'oo keep poultry. 98% of them actually keep hens. That's why we devote a whole page each week to poultry, and on Feb. 5th will publish

Our Fifth Annual Magazine Number Wholly Devoted to Poultry

While the enthusiasm of our people is highest over poultry—over what they are learning about it in our Poultry Special, have them next your program. That will be most plain for it now. Better read it at the special price 10-day.

Advertising Department FARM AND DAIRY Peterboro, Ont.

## THE DAIRY INDUSTRY IN A FLOURISHING CONDITION

Declining Exports and a Diminishing Number of Cows more than counterbalanced by Growth of Home Consumption and Higher Average Production per Cow

A Report of Deliberations and Addresses at the Convention of the Eastern Ontario Dairymen's Association at Cornwall;

THE future development of the dairy industry in Canada will be largely dependent on the demands of the home market. At old time conventions of the Eastern Ontario Dairymen's Association the requirements of other markets came in for most serious consideration. Last week at Cornwall, in their thirty-seventh annual convention, the dairymen paid much attention to Canadian market requirements. In all their deliberations they are aware that conditions are changing and that we must adapt ourselves to new demands. All through the discussions were followed with interest and all in all the con-

### For Next Week

Editor's Note: Address at the Eastern Ontario Dairymen's Convention at Cornwall last week were so interesting and so well advised. Farm and Dairy regrets it is not possible to publish a summary of all addresses in this issue, but our folks may expect a summary in Farm and Dairy next week. Some of the best addresses will be published in full in the coming issues in order that all our readers may profit by them as did delegates to the convention.

vention of the last week was one of the most successful yet held in Eastern Ontario. The addresses were of a high standard and with the cooperation of the citizens of Cornwall the evening sessions were rendered most enjoyable to all. Truly, as Secretary Thompson claims, the Eastern Association is one of the greatest organizations for the promotion of dairying in Eastern Canada.

"Last year," said President Gillespie in his annual address, "our hopes were high for a banner year in the dairy business, but as we drew to the close we must admit that it has been a disappointing year. Taken as a whole the 12 months have witnessed at least as great a degree of trade as in 1912, but the gain in the first half alone counterbalanced the loss of the second half and the new year will be entered upon under slowing down conditions." Mr. Gillespie then reviewed the events of the year, making special mention of the effect of the United States tariff changes, which he predicted will have a favorable influence on Canadian dairying, the decline of cheese exports, and the increased interest in cow testing. "In concluding my address," said he, "I would again emphasize the necessity of our standing together shoulder to shoulder at this critical time."

**STATISTICAL POSITION OF DAIRYING.**  
We Canadians are getting a greater liking for the products of the cow. During the past 10 years the per capita consumption of dairy products has increased by 18 per cent. This increased consumption along with the increasing population, made the Canadian consumption of dairy products in 1913 worth \$100,000,000 of the total output of \$120,000,000. Hence decreasing exports cannot be taken as indicative of a decline of the industry. Claims of G. A. Ruddick, Dominion Dairy Commissioner, in his address.

In the main Mr. Ruddick compared the industry in three census years of 1901 and 1911. In that period the annual value of dairy products was increased from \$66,470,963 to \$100,340,024. During that period the number of cows has increased only from

2,408,677 to \$2,504,178. In Ontario the number of cows has actually diminished. This falling off has been more than counterbalanced by an increased production per cow from 2,860 lbs. in 1901 to 3,826 lbs. in 1911. It would thus seem that the lessons of dairy education is now at work. Mr. Ruddick referred to the new United States tariff regulations as an additional guarantee of good prices for Canadian dairy products.

Conditions in Eastern Ontario were dealt with in more detail by Mr. G. F. Publow, Chief Dairy Inspector. He reported 982 factories in operation patronized by 39,885 farmers with 281,489 cows, with an average yield of 3,274 lbs. of milk. From this milk 80,180,383 lbs. of cheese were manufactured, a decline for the whole season of 153,000 lbs. This decline Mr. Publow accounted for by an unusually dry season and also to 1,600 of those who sent milk to cheese factories in cream or patronized butter factories having either shipped milk or cream or patronized butter factories in 1913. A significant fact brought out by Mr. Publow was the effect of the United States tariff on the industry. Over 40 factories discontinued the manufacture of cheese entirely to supply the demands of the new market. Twenty-four factories shipped cream to the United States during the whole season. Mr. Frank Singleton's factory showed 33 creameries in operation in 1913, but with an increased output over 1912 of 280,000 lbs. of butter.

### ELECTION OF OFFICERS.

Mr. James Sanderson, Oxford Station, was elected president for the ensuing year. J. Sanderson has long been a prominent figure at dairy conventions, and with his experience on the farm, in the factory, and in municipal politics, the association should prosper under his presidency. J. Nelson Stone, Norham, was elected to the position of first Vice-President. D. G. Leggett, Newboro, second Vice-President, and James McGrath, Mt. Chesney, third Vice-President. The change on the executive committee is the substitution of W. H. Olmstead, Bear River, for T. H. Thompson.

### A Presentation

A pleasing incident during the closing hours of the Eastern Ontario Dairymen's Convention was the presentation to the retiring president, Peterboro, of a fine club bag and association. This incident was well for Mr. Gillespie's popularity and the friendship that exists among the directors of the E. O. D. A.

son of Madoc. James R. Anderson, Mountain View, remains treasurer, and T. A. Thompson, Almonte, secretary.

THE NEW MEMBERS.—The Directors nominated at the district meeting and approved by the association are as follows: H. Glendinning, Manilla; G. A. Gillespie, Peterboro; T. H. Thompson, Madoc; Will F. Park, Camiffon; J. Nelson Stone, Norham; T. V. Whit, Picton; Fred Alexander, Napawan; McGrath, Mount Chesney; Geo. Leggett, Newboro; J. A. Campbell, Peterboro; Capt. John Gillies, Glen Norman; Neil Fraser, Vankleek Hill; Wm. Brown, Dickinson's Landing; J. H. Olmstead, Bearbrook; J. B. (Concluded on page 10)

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