

In Union There is Strength

A Department Devoted to Cooperative Agriculture

Farmers Doing a Big Business

THE volume of business being done by the United Farmers' Cooperative Company, Ltd., is exceeding all expectations. When last February the company did over \$200,000 worth of business during the month, it was felt that it was fine, but that, when the spring season came, there would be a large falling off in business. The reports presented at the meeting of the Executive Committee, held in Toronto recently, showed that the company is doing much better than could have been expected. Sales during the month of March amounted to \$23,196, during April to \$39,169, making a new record and in May to \$19,058. Sales for the month of June will exceed those for May. On one day alone last week orders were received for \$2,000 worth of goods. Those people who have been saying that farmers can't cooperate and that they will not patronize their own companies, will find such figures as these interesting.

Secretary J. J. Morrison attended the annual meeting of the People's Salt Company at Kincardine recently, which was started by the old Dominion Grange and Patrons of Industry, and in which a good many farmers in Ontario hold stock. The United Farmers' Company has been buying its stock from The People's Salt Company. The manager reported at the annual meeting that the farmers have sent them this winter, orders for over a hundred carloads, in fact, so many orders that they could not fill them all and that they had been backed up at times on that account. The company is planning to enlarge its plant in order that it may fill orders more promptly hereafter. The officers of the People's Salt Company have agreed to work together with the United Farmers' Cooperative Company on the best of terms.

The Binder Twine Trade

The United Farmers' Company has received from Ireland the 165 tons of binder twine that were ordered, and it has all been distributed. Three car loads were distributed from Toronto, two went to Palmerston and a third to Belleville, Preston and Petrolia. Many tons were sent out to local points. The officers of the company regret now that they did not order 300 tons from Ireland instead of 165 as they could have disposed of that many.

Secretary Morrison states that there is likely to be an interesting season next fall and winter in the seed trade. Last winter, when the Farmers' Company approached one of the big seed firms to see if it could buy seed from this firm, the firm refused to deal with the Company, stating that it had to deal through its local agents. Later, when this Company found that the Farmers' Company was handling such large quantities of seed and taking away considerable of its trade, it began to cut prices in order to hold its trade. There is every prospect that next winter the seed firms may endeavor to under-sell the Farmers' Company. It is probable, therefore, that the local Farmers' Clubs will be asked to order their seeds through the Farmers' Company without a price being fixed, beyond the fact that the Farmers' Company will guarantee to set prices that will be equally as good, if not better, than the lowest price set by any of the seed firms. The danger is that if the Farmers' Company sets a price, the seed firms

will then set a lower price in order to injure their business. If the Farmers' Clubs will order seeds on the same basis that they have ordered this year, it will be impossible for the seed firms to under-sell the company.

Organization Work Proceeding

Officers of the company have been attending meetings of clubs and farmers' picnics recently. Secretary Morrison reports that there is a growing demand for the creation of a stronger agricultural sentiment. In those sections where the Farmers' Clubs are not well organized, agricultural sentiment is weak.

Mr. A. E. Vance, of Forest, a director of the company, reports that another branch of the United Farmers of Ontario has been organized in Lambton county. The president is David White and the secretary, Matthew White, whose address is Forest, R. R. No. 5. Mr. Vance has asked that literature be sent him for use among prospective clubs in the district. There are four at Forest now and several more may be organized shortly.

Mr. R. H. Halbert, Melancthon, in Lufferin county, president of The United Farmers of Ontario, has organized another branch of The United Farmers of Ontario at Primrose, Ont. The secretary is Wm. G. Halbert, Camilla, Ont. (R. R. 1). This branch has subscribed for one share of stock in the Farmers' Company.

The Association is getting so many calls for meetings, picnics, etc., that it is finding it next to impossible to attend them all. On the first of July, the president and manager, Mr. Anson Groh, was to speak at a picnic in Huron county. The financial statement of the company up to the end of May showed a handsome surplus of assets over liabilities and a satisfactory statement of revenue and expenses.

The first monthly Trade Bulletin has been issued. It quotes the latest prices on the different lines of goods being handled by the company and gives information in regard to them. These circulars are going to be of great value to the company as well as to its different branches throughout the provinces.

A B. C. Optimist

Jas. H. H. Nelson, New Westminster Dist., B. C.

WE are located on the North Thompson River at the mouth of the Barriere, on the New C.N.R. line. I have 16 acres and a herd of six Jersey cattle, registered stock. I run a small sawmill as well. I am also secretary-treasurer of the Barriere Farmers' Institute of 100 members.

I think our country is going to open up very rapidly after this dreadful war is over. We have some very fine ranches, but held in large blocks of from 700 to 2,000 acres. I do not think, however, that this state of things will last much longer. The railway will soon be open, and then new people will come in, as we have an ideal climate here for mixed farming: not too cold, nor too hot, about 1,200 feet altitude. On an average there is about two feet of snow in winter and the temperature drops to about 30 below zero for probably two or three days each winter. It is very calm, though, and bright sunshine.



Silage Produces Milk, Beef and Mutton Cheaper Than Any Other Feed

IF YOU erect a silo, you will at once find a decided increase in your profits. It does not matter whether you feed dairy cows, beef cattle or sheep, your stock will produce greater profits and thrive better than they would on any other feed.

When corn is put into the silo the full feeding value of the crop is conserved and the fodder and grain converted into a rich, succulent feed that is in every respect equal to the very best pasturage.

Silage, because of its economy and high feeding value, is recommended by every authority on stock feeding, and its many advantages have been proved by the experience of hundreds of thousands of farmers.

Many careful tests have been made of its feeding value; and these, without exception, have proved that silage produces more milk, beef or mutton at less cost than dry fodder or hay. The Vermont Experiment Station found that a certain amount of corn made into silage produced nearly one thousand pounds more milk than the same amount of corn fed as dry fodder.

Ideal Green Feed Silos

are being used by thousands of Canadian farmers who are making bigger profits than before they erected a silo.

An Ideal Green Feed Silo will pay for itself over and over during the many years' service it will give you. Don't look upon it as an added expense and put off buying. It is an improvement that is absolutely necessary to prevent expense and waste on your farm.

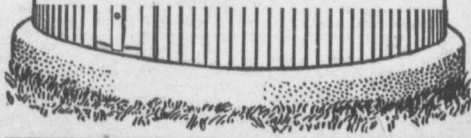
Silo filling time will be here almost before you know it, so you should not delay getting your order in at once. Bear in mind that it takes a little time to erect a silo and that it costs less to do the work if you have plenty of time and do not have to go to the expense of hiring extra help to rush the work through. There is nothing to be gained by delay, and much to be saved by prompt action.

Ask for prices, terms and complete information. Our silo catalogue, which will be gladly sent on request, shows every detail of the Ideal Green Feed Silo and explains fully why this silo gives you more for your money than any other silo you can buy.

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 Cows Engines. Catalogues of any of our lines mailed upon request.

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



THE MAN THAT USES HIS KNOWLEDGE

How to do things makes the most money from his farm. Are there any departments of your farm not paying owing to unscientific management. If so, write us our catalogue. It will tell you what books will help you put things on a paying basis. Write, Book Dept.

FARM AND DAIRY

PETERBORO, ONT.