

An Ideal Christmas Present

The Peerless

Sherlock-Manning 20th Century Piano



STYLE 80
Mahogany or Walnut

If you desire a Christmas present that will undoubtedly bring greater pleasure to every member of the family

Select a SHERLOCK-MANNING 20th CENTURY PIANO

The Christmas stock is just coming through the factory. The pianos in this stock will compare, part for part, with any Exhibition instruments. They are prepared from the same stock as the Toronto Exhibition pianos—the same magnificent veneers that attracted so much favorable comment at Toronto—the same plate glass finish, through which the beautiful figure of the genuine wood beneath shows clearly.

The Sherlock-Manning 20th Century Piano is noted for its beauty and permanency of tone—a tone that will last.

We are conducting a special advertising campaign, so that you are not only offered a choice of an Exhibition piano but we undertake to make a remarkable saving for you in the first cost.

In addition to the style 80 shown, we manufacture five other styles and designs of pianos, and five styles of player pianos. Let us send you free one of our beautiful art catalogues, describing fully the different instruments, and explain our easy method of payments. You will save money by writing now for our catalogue.

The Sherlock-Manning Piano and Organ Company

LONDON, : : : ONTARIO
(No Street Address Necessary)

Something New

A Xmas Offer

Recently Farm and Dairy completed arrangements with a Canadian firm of manufacturers for a supply of fountain pens of a new model which we are going to give away to our people who help us.

These pens are a new model, the first of which have just been made in Canada. It is called the "WRITE-AWAY" pen. It is one of the most perfect writing pens, and most simple in construction that we have ever used or seen.

We secured these pens at a price that enables us to make an heretofore unheard of liberal offer.

This "Write-Away" pen, a model of one sawed in two is here shown, is guaranteed by the makers.

The manufacturers guarantee that:

IT WON'T BLOT—the Patent feed plunger regulates the flow of ink.

IT WON'T CLOG and

IT WON'T LEAK.

It will write as

long as there is a

drop of ink in it.

FOR
3 WEEKS

We are going to give these pens away on SPECIAL XMAS PRESENT OFFER to our people who help us to get new subscribers for Farm and Dairy.

Every person who during the next two weeks will send Farm and Dairy one NEW Subscription from friend or neighbor taken at only \$1.00 a year WILL BE GIVEN THREE OF THESE PENS. Every member of your family can now have a CANADIAN-MADE guaranteed fountain pen. Every school child can have one. The pens will be sent postage paid. The pen is a marvel. We have used it and it is very satisfactory.

It is an excellent fountain pen for STUDENTS, BOOKKEEPERS, SALESMEN and PROFESSIONAL MEN. It's an ideal pen for anybody.

See one of your friends at once. Get them to subscribe to Farm and Dairy. Send us his subscription, and we will send you three of these perfect "write-away" fountain pens. Remember this Xmas offer is open only for three weeks. Get busy today. Show your friends this issue.

FARM AND DAIRY PETERBORO ONTARIO

The Secret of Power

Take from a man every gift but sincerity; let him be blind and deaf and lame, let him stammer in his speech, lack education and good manners; handicap him as you please, so you leave him sincerity, and he will command respect and attention. His will endure. The world, which is always looking for the real thing, will gladly overlook all his infirmities.

In every relation of life, sincerity is the secret of power. The salesman who does not himself sincerely believe in the merits of his goods will generally be a failure. The business man who sets about to fool other people must end—as he has, in fact, begun—by making a fool of himself. The clergyman who preaches anything that his soul does not approve need look no farther to explain empty pews.

There is no virtue that more men believe in and fewer men practice. Many of us, it may be fair to say, are busily engaged in the utterly futile attempt to run a bluff on the rest of the world. From pillow shams and false fronts to imitation marble buildings and watered stocks, things are largely what they seem.

The chief anxiety of too many

tation there will be less disease. All of these advances can be secured more quickly through organization.

A school makers' club in every home district would help to bring them. Four or five women could start such an organization. The most good comes from a club of not more than 15 members, because each member has a chance to take part often and there is less formality. Ask your neighbors in to spend an afternoon. Talk this matter over with them. Organize a club. The exchange of ideas will help all of you.

Pull Up the Blinds

Careful housewives draw down the blinds in sunny weather to save the carpets. This is a penny wise and pound foolish policy, for nothing keeps sickness out of the house so effectively as plenty of sunlight. Here is an instructive experiment made recently on the effects of sunlight.

Some germs of the terrible disease, anthrax, were seen on two plates of gelatine, and while one plate was kept in the dark, the other was placed in the sunlight. The germs grew, and at the end of 10 minutes there were 320 colonies, or groups, in the sunshine plate, 400



Interior View of the Home of a Successful Dairyman and Live Stock Breeder

Mr. and Mrs. Wm. Thorn of Norfolk Co., Ont., may be regarded as a breeder of dairy cattle. He and Mrs. Thorn have been very successful as a breeder of dairy cattle. He and Mrs. Thorn have an attractive home both inside and out and believe in enjoying life as they go along.

people is to keep up appearances. If they are poor, they must at any rate appear to be rich. If they are ignorant, they at least affect culture.

Be a real man—not a shoddy sport or a sham aristocrat. Be sincere with yourself, your friends, and your work. With sincerity, a few talents and a little strength may go far. Without it, genius itself must fail!

Organize for Improvements

Miss Ilona Bailey

Many a farmer's wife arises at 5 o'clock in the morning and retires at 10 o'clock at night with nothing but her if she looks forward to the time when they will sell the farm and move to town. However, the work already done, our own observations and dreams of the future make us believe it is possible to keep all the beauties of country life and replace many of the undesirable features with the desirable features of city life.

The farmer's wife needs a library with its books and magazines, picture galleries, good lectures and musicals as much as the city woman. She needs time for leisure and for intellectual development, time to enjoy the beauties of country life. We are beginning to rear larger crops when scientific methods are applied to agriculture, so when these are applied to the home we will have more artistic houses, more conveniences and more nutritious food for the same cost as at present. When we understand sani-

colonies in the dark plate. One hour later the result was: In the sunshine plate, 0; in the dark plate, 3,520. Every kind of disease germ is killed by sunshine. River water contaminated by sewage, and teeming with typhoid and other germs, becomes quite free from them after flowing some distance in the sun. The seeds of consumption in dust, the germs of smallpox, diphtheria, tetanus (lockjaw) are all killed off in the same way.

Moreover, young children grow bigger and heavier with plenty of light in the house. Everyone should make the best use of the sun by raising the blinds.

Our Christmas Premium Offer

One of Farm and Dairy's representative recently completed arrangements, whereby we are enabled to offer our people an extraordinary Xmas inducement to get for us at least one new subscriber each. Read the particulars of this Xmas offer as given on this page.

We cannot promise to keep this unusually liberal offer open after December 25th. Get one of your friends or neighbors to subscribe to Farm and Dairy, and when you receive these pens, which will be sent postage paid by us, you will be more than delighted.

It will be no trouble to take care of your correspondence when you have these new model fountain pens to write with.



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