



Milks 80 to 100 Cows

Read this Testimony of the B-L-K Milker, which it will pay you to have to milk your cows and be independent of hired help.

Q Your enquiry as to the success we have had in operating the 5 B-L-K Mechanical Milkers, supplied by you, received, and in reply would say that we are well pleased with them. We have kept records of our herd yields for some time and find that the machine does not affect the yields of our cows to any appreciable extent.

Q There have only been four cows in our herd that did not take kindly to the Milker, and we are milking something like eighty to one hundred cows regularly. The best results are obtained from heifers that are started on the machine. In this case, the stripping, while we follow the practice with them as with the older cows, might be dispensed with, as the heifers in all cases have always milked out clean, unless a mistake of some kind has been made.

Q As to the economy of the installation, I figure that with average milkers in a herd the size of ours, the outfit will pay for itself in one year.

Write us for an estimate of just what it will cost you to have a B-L-K Milker in your stable. Our booklet describing these machines will interest you. Send to-night for your copy.

Q In a smaller herd the savings would be less proportionately. We have had no difficulties with men since installing the machine, and the men appreciate the saving as much or more than the managerment, if that were possible.

Q From experience, I would not hesitate to strongly recommend the machine to anyone considering the matter if they are prepared to follow the instructions to the letter. If they are not, they had better leave the machine alone. We supply milk to the hospital trade, and so have to look to the bacteria count, and if the machines are properly taken care of, there is no cleaner way of milking possible.

Q You may use this letter in any way you like, for I feel, after a year and a half's experience, that the milker is an undoubted boon to the dairy farmer.

(Signed) R. E. GUNN, Owner and Manager, Durrbin Brook Farm, Beaverton, Ontario.

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

CANADIAN PACIFIC

EXCURSIONS

To Manitoba, Saskatchewan, Alberta

HOMESEEKERS

Low Round Trip Rates each Tuesday, March to October inclusive. Winnipeg and Return - \$35.00 Edmonton and Return - 45.00

Other points in proportion.

Return Limit 60 days.

TOURIST SLEEPING CARS

on all excursions. Comfortable berths, fully equipped with bedding, can be secured at moderate rates through local agent.

SETTLERS

For settlers travelling with live stock and effects Special Trains Leave Toronto Each TUESDAY March and April 10.20 p.m.

Settlers and families without live stock should use Regular Trains Leaving Toronto 10.20 p.m. Daily Through Colonies & Tourist Sleepers

COLONIST CARS ON ALL TRAINS No charge for berths

Through Trains Toronto to Winnipeg and West

AROUND THE WORLD via "EMPERESS OF ASIA"

The "Empress of Asia" will leave Liverpool June 14, calling at Madras, Cape Town, Durban, Colombo, Singapore and Hong Kong, arriving Vancouver August 30. Vessel remains 14 days at Hong Kong. "Rate for Entire Cruise, \$63.10." Exclusive of maintenance beyond arrival time in England and departure of "Empress of Asia," and stop over at Hong Kong.

Full particulars from any G.P.R. Agent, or write M. G. Murphy, District Passenger Agent, Toronto.

HOW EASTERN FRUIT MEN MAY RETAIN A MARKET IN THE WEST

N. B. Ireland, Saskatoon, Sask.

A one time Ontario Fruit Dealer, now in the West, tells of some of the things that Eastern Shippers must do, if they would Successfully Compete with their Western Rivals, for the Prairie Markets.

FRUIT growers East and West are both competing for a place on the markets of Western Canada; and

in this case the wise men do not come from the East. The Western place and rapidly ousting the Ontario producer. If Ontario producers wish to retain a place in the western fruit trade it will be necessary for them to observe some of the following points, which from my experience in the fruit trade of the West, I judge would enable them to meet the consumers' demand.

For small fruits a box of a pint to a pint and a half with 18 boxes to the crate and the crates of heavier material than the present 24-box crate now used is advisable. This applies to boxes for strawberries, raspberries and all the more juicy fruits, as the present imperial quart box is too heavy for long shipment, the lower berries being weighed down by those above. In the shallower box the berries would be only two to three layers deep and would keep better. If a flat box crate with ends from nine-sixteenths to three-quarters of an inch in thickness were used, the crates could then be piled in a car and would not be damaged by handling or the rolling of the car. In a crate containing three boxes there would be sufficient ventilation to prevent the fruit moulding.

PACKING TENDERS FRUIT

Such fruit as peaches, pears, plums, tomatoes and early apples should be packed in a small box about eight to nine inches square and four to the crate; or eight to the crate if there is a bottom placed under the under boxes by an inch or so. The boxes should be deep enough to contain not more than two layers of paper lapped fruit of all the soft varieties as the fruit, coming in contact and rubbing, the vibrations while in transit, begins to decay and therefore lowers the profit of handling and also the desire to order any more from the same source.

Ontario fruit men must adopt a standard box of about 50 to 70 pounds for the apples and harder pears. For several reasons the box is preferable. The barrels now in use are unsatisfactory. They are too heavy for one person to handle and have to be rolled or dropped to places required. Many people prefer to buy two or three kinds of apples or one or two boxes of apples and one box of pears; or they may be driving many miles into the country with a buggy in which a box of pears or apples is all they can accommodate. And still another and all too frequent a reason why the box is preferred, is that many have only \$2 or \$2.50 which they feel they can spare to buy apples. All these are valid reasons for the producer complying with the requirements of the customer.

As regards grading of fruit and honesty in packing, I believe that a law requiring the packer to place

his name on each outer crate in type plain enough to be read distinctly would soon compel the dishonest packer to go out of business. The consumer would learn that he, the packer, was dishonest. By making the law so that an inspector or any consumer or police officer could identify any person using a receptacle with another's name on it or packing fruit not true to name and grade, before the most convenient magistrate for trial and place the risk upon the likelihood of gain by stiff penalty, this constant receiving of doctored boxes and barrels experienced in this country would be stopped. And from many years of experience on the market at Hamilton, Ont., before coming here, three years ago, I can say the writer is pretty sure it is possible to have Ontario Fruit so good as to hold the same respect in this western place as the fruit of any other place.

THE TRANSPORTATION PROBLEM

I know the producers in Ontario are handicapped by the railroads into these provinces giving them poor accommodation. There is no reason why fruit should take 11 or 12 days to get from the Niagara Peninsula to this point, three or four of which is spent at Sutherland station three miles from here. If proper methods of packing were followed there would soon be enough fruit in cars shipped west that the railroads could either, by cooperation, place their cars at a central point and send them to Toronto and then make a solid fruit train to some central point such as Brandon, Regina, Moose Jaw or here, and then have those cars attached to the first freight train to continue the journey to destination. I believe there lies this would prove as profitable to the railway companies as the present arrangements by which they forward settlers' effects and other merchandise. If proper methods of packing in compelling the railroads to give the people the accommodation to which they are entitled. The people have helped our railroads handsomely with guarantees of bonds, bonuses and grants of different kinds; and fair play hurts no person.

A third reason why the Ontario producer is not meeting the market demands to best advantage is the same step, the loss of millions of dollars to the farmers of the West on their grain, no arrangements having been made to hold the fruit of keeping varieties. As it is there is a slaughter market soon as the fruit is picked. The farmer builds large buildings to house his stock so that he may not be forced to sell off in the fall of the year, and then buy again in the spring. He does not make the profit he would like to make the trouble of feeding the stock all winter, but because he knows if that were the rule he would have to sell when all his neighbors were selling; therefore a farmer gets a high price and when he came to buy in the spring he would have to buy in competition with many of his neighbors and therefore pay a high price. So he invests his money in material, time, feedings, etc., and when the buildings are completed he disposes of what he considers he can do without at a price that he dictates to the purchaser, whether that customer is a consumer or a wholesaler.

STRENGTH FOR FRUIT

If Ontario fruit growers would use the same business tact with regard to (Continued from page 32.)