TO ALL Sheep Owners

This Book FREE

rer ge mixed farm, ook will be very useful to every

Desk 18 HALLAM BUILDING

TORONTO FUR8

HIDES

Farm and Dairy stands foursquare against everything that is detri-mental to the farmers' interests, and whatever appears in its columns, either advertising or editorial, is guaranteed reliable.



Main Street, Picton, Ont., constructed with "Tarvia-X" in ,.

# Tarvia Roads for Towns and Villages---

THE road problem of a small town is an awkward one. Property values as a rule cannot sustain costly types of

to Tarvia macadam every year in recognition lowered cost of maintenance and the net saving in taxation. When Tarvia roads are intro-

pavement, whereas the traffic coming In from the surio unding coun t r ysid e may b e heavy.

Made in Canada | business of 0 Preserves Roads Prevents Dust and more

roads towns so situated are Tarvia macadam

Tarvia is a coal-tar preparation which bonds the stone together, making a tough, slightly plastic surface which is automobileproof, dustless, and durable.

An old macadam road can be converted to Tarvia macadam at a slight cost and will thenceforth show a very low annual up-keep. In fact, hundreds of miles of macadam are being converted

money and goods coming in. goods coming in. Statistics invariably prove that where good roads replace por roads, the people of the community save enough in hauling expenses roads. And further, good roads will convert the most dismal, stuck-in-the-mud community into one the roads. And further, good roads will convert the most dismal, stuck-in-the-mud community into one the roads. And further, good roads will convert the most dismal, stuck-in-the-mud community into one large with the dollar, and the roads will be readed to the roads. The roads will be roads and mudles roads.

duced,

the com-

munity us-

ually in-

creases

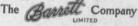
greatly-

more prod-

ucts going

There is a grade of Tarvia and a Tarvia method for most road prob-

Booklet on request. Address our nearest office



MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N. B. HALIFAX, N. S. SYDNEY, N. S.

## New President of the United Farmers' Company

(Continued from page 5.)

ated some 20 miles north of Toronto on the Metropolitan Electric Pallway. The farm derives its name from the fact that a most attractive lake of about 30 acres is located on the farm, immediately west of the house. The farm was bought three years ago. In the interval the houses and build-ings have been greatly improved.

The barns are lighted by electricity which also furnishes the power for

which also furnishes the power for open duling the separator, and other machiners used in the birn. In the machiners used in the birn. In the machiners well-arranged milk hours, splendidly, equipped and along the north side is a root cellar, 16 x 60 feet. There are two silos, 16 x 25 feet, both, of which were filled last all. Mr. Burnaby has had considerable success with his corn crop. Last year he grew some 28 acres, parts of which were over 12 feet in beight. His stables contain 22 box stalls. hast year he won second prize in the standing field crop competition for oats, this 10-acre field of oats threshing 77 bushels to the acre. Last year he grew 60 acres of Last year he grew 60 acres of

The home farm is divided into 20 acre fields, except for a two-acre paddock at the barn. For the most part, the soil on the farm is a heavy loamy clay. The principal crops grown are hay, oats, corn and roots, all of which are raixed for the purposes of the big herd of stock that is kept. Some idea of the scale on which Mr. Burnaby operates may be realized when it is stated that his sales last year of cat-tle alone exceeded \$25,400, in addition to which the income from cream sold to the Olive Farm Dalry, amounted to about \$3,000. It is not uncommon for him to receive \$600, \$800 and even and over for a single animal

Mr. Burnaby maintains four men steadily the year around, and claims to never have any trouble with his help. He has two good houses for the married men, fitted with a furnace, electric lights, 'phone connection, stationary tubs and a bath room. These houses are shown in the foreground in one of the accompanying Illustrations

#### Mr. Burnaby's Start.

While Mr. Burnaby is proving him-self a practical farmer and breeder, and now claims to have settled down to farming for life, his first success was really achieved in business. His progress in the business world was interesting and rapid. Born on a very small farm in Queen's county, Nova Scotia, 60 miles from a railroad, at a point that is still 32 miles distant point that is still 32 miles distant from railway connections, he lived there until 1899, when he was 17 years of age. His mother still lives there. There were seven children in the family, most of them boys, practically all of whom have made good in a big way. When 18 years of age, he took a six months' course in the business college at Belleville, after which he accollege at Belleville, after which he accepted a position as book-keeper in an organ manufacturing company in Toronto, at a salary of \$8 a week. Within three years, he had become manager of the company, and was drawing a salary of \$1,500 a year.

Mr. Burnaby had outstanding ability as a salesman. He has proved this ability not only as a Holstein breeder, by obtaining the prices already mentioned for his stock and which have been a revelation to other breeders. but also by his success in selling the stock of the United Farmers' Coopera-tive Company, Limited. This quality of salesmanship manifested itself early in his business career, when after leaving the organ factory he accepted a position with the Canada cepted a position with the canada Life Insurance Company, with whom he remained as an agent for about four years. His work in this position led to his becoming manager for the Dominion Life Insurance Company, a position he held for three to four years. His next move was to the Imperial Life Insurance Company, as the manager for the city of Toronto and the county of York. For four years he was a member of the \$500,000 club, a club among insurance men which can be entered only by those agents who succeed in selling \$500,000 worth of insurance or over in a year. The fact that he was a member of this club for four years in succession is an indication of his ability. It is said that his commissions at this time amounted to over \$10,000 a year.
Having obtained a good start in the

fife insurance business, Mr. Burnaby next took up the real estate and fin-ancial business. Very Joon he had next took up the real estate and nn ancial business. Very soon he had over 50 salesmen whose salaries ranged up to as high, in the case of one man, as \$12,000 a year. After three years in this business, in which he was quite successful, he sold the hadrans for a read corporation. the business to a trust corporation

### Lived in York County.

For nine years Mr. Burnaby lived near York Mills in York county, a short distance north of Toronto, where he became well acquainted with the farmers and breeders of the locality. Three years ago, having made all the money he felt any need for, he decided to take up farming and bought and moved to the farm on which he is now located.

Last summer, Mr. Burnaby attended a meeting at Markham, in York coun-tg, which was addressed by Mr. John Kennedy, vice-president of the United Grain Growers' Ltd. by Mr. J. J. Morrison of the United Farmers' Cooperative Company, Limited. He had heard a good deal about the farmers' nt in Ontario an l the west, and as more interested in it through addresses he heard that day. Later he attended other meetings, became convinced that the movement had great possibilities in Ontario and began to identify himself with it. Because of his business train-ing, his interest has naturally run largely towards the Cooperative Company. Already he has accomplished much valuable work for the farmers' movement. Realizing the absolute necessity that the company must have more money if it is to succeed, he took hold of the work and was instru-mental in selling several thousand do-lars' worth of stock at the last annual meeting of the United Farmers' Association, and of the shareholders of the company. It was his success in this work that was mainly instrumental in leading the delegates to elect him a director of the company, Since being elected president, Mr. Burnaby has sold thousands of dollars of additional stock and all without cost to the company. He has also visited Winnipeg, where he spent several days enquiring into the methods followed in business matters by the United Grain Growers', Limited.

It is yet too early to predict what the results will be of Mr. Burnaby's connection with the United Farmers' Cooperative Company, Limited. The problems that face him in his new problems that face him in his new position are different and probably more compileated and difficult than any he has ever encountered in the past. He is grappling with them earnestly, however, and freely sarificing his time and interests, without any salary return, in order that he may do so. His success, in a big way, in the things he has accomplished in the past gives reason to hope for an equal measure of success through his connection with the United Parmer's Cooperative Company, Limited Shevid connection with the United Farmers' Cooperative Company, Limited. She'dd he succeed in he'ping to pilot is company through its many initial dif-ficulties, and in establishing it on a firm basis, he will accomplish some-thing that will outshine and outlast all his achievements hitherto—H.B.C. all his achievements hitherto—H.B.C.

### HORTICUL'

Seasonable Garde TRAWBERRIES may

and the plants can Small onion sets are ju large ones for growing l and there are more to the Herbs that should be den and that are easy mint, sage, and caraway Be prepared to spray this spring. Then do it If you can't do th

Onions that have been winter must be used as thaw out. As soon as i they begin to decay. Eat two potatoes instea

out the orchard.

use less meat. You will and the soldiers will have A few evergreens plant home this year will soon that will protect the home Do not throw away t narcissi bulbs when they blooming, but plant them den or the flower border. Sow radish seed with or or carrot. They come up mark the row, making it

vate early. Parsnips properly cooke cellent vegetable. They grow. Get fresh seed an Cultivate well dur They are not hur

either early or late. Spiraea Van Houttei m hedge plant that does no Thunberg's barber haps better because it ca in the autumn. It is not for rust.

If your order of nursery before you are ready to I open and spread out the trench, packing the dirt w roots. It is a good plan t or two thirds of the shr that it may not dry out.

Clean-up for SI THE common garden slimy, slow-moving, mollusk of our gar mentals, and lawns, pro-

unusually serious this spr Remedial measurescare successful against it. A ge up of all trash, crop remni boards, etc., about the pr burning or destruction of nce-rows and about the fields followed by the ap air-slaked lime will do mo one practice to control sl other insect pests occur i situations and will be destr same time

If the clean-up is thorous bait, consisting of choppe of some green succulent clover, lettuce, etc.), one q one tablespoonful; and w or lead arsenate, one leve ful; thoroughly mixed, m tered in small heaps about and the borders of fields time with beneficial results

For best results with po should be fairly rich. per acre applied in the fall I have also found toes will pay good profits cial fertilizer, provided a la application is given to mal felt. I have found last y took at least 600 lbs. of a took at least 600 me. er per acre to make any i difference in the yield.

pounds, however, increases and resulted in earlier man works out at only four cer of row and a slight incre yield will easily pay for Maynard, Leamington, Ont.