

# Time is Money

**E**SPECIALLY with your busy dairymen of to-day. You can't afford to have your hired help waste their time and money skimming the milk with a small capacity, slow-speed, hard-to-turn, hard-to-clean machine.

**N**OTE the illustration herewith of the

## "Simplex"

### Link Blade

See the broad, solid separator base, and a body or frame of pleasing design that entirely encloses the gearing and all moving parts. Note the convenience of the correctly placed crank shaft, 34 inches from the floor. The "Simplex" can be operated standing, which is better than a stooping position.

**A**LL oil holes are provided with spring-top oil cups, which hold enough oil for an ordinary run and protect the bearings from the dust or wet. All waste oil drains to the oil pan and thence to the oil drip cup—no oil or slop can reach the floor.

**T**HERE are a great many other important features of the "Simplex" that it will pay you well to investigate. Drop us a card and we will send you our illustrated booklets.

**B**EAR in mind, too, that we are agents for the B-L-K Mechanical Milker. Tell us how many cows you milk, and we will give you estimates on what it will cost you to install a B-L-K.

**T**RY our Dominion Cleanser for keeping your Dairy and Household Utensils "spick and span."

## 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



## Give her a chance

A Cow's daily work is to produce milk. If she rests well and breathes pure air—if you make her comfortable—she does more and better work—she gives more and better milk. We had a book printed about this very thing, "The Proper Housing of Cows."

Every farmer interested in the profit end of the dairy business can have a free copy of this book by writing for it.

**O.K. CANADIAN  
STALLS AND  
STANCHIONS**

Canadian Patent  
Machinery Co., Limited,  
GALT, ONT.

## OBSERVATIONS ON ECONOMY THAT IS NOT ECONOMY

C. Davis, Travelling Salesman, Toronto, Ont.

**I** WAS walking through a manufacturing section of my home city of Toronto the other day, and noticed that some apparently brand new machines were being moved out. I know that my friend was only a renter and stopped to ask him if the landlord had raised the rent and forced him to go. He assured me that nothing so serious had happened.

"I never get a chance to wear out my machinery," he said. "Inventions are proceeding apace and the new machinery keeps on being put worn off before some far more efficient machine is on the market, and in order to keep up with my competitors in the same line, I have to send the old machine to the junk heap and get in the new."

"Pretty hard on you," I suggested. "Oh, yes, but then it is cheaper to get the new machinery that is more efficient than to keep on using the old there? Only a year old, good for 10 years more, but it has only 50 per cent of the speed of the new one. It ain't getting. I cannot afford to keep it."

### POINTED QUESTIONS ON ECONOMY

It struck me that there was here a lesson for some of my farmer friends. Is it always economy to use the old mower as long as it grinds out the grass, the old binder as long as it does the job in "a kind of way," or any other machine rendered out of date by new inventions.

Probably the most outstanding example of backwardness in this respect that I have seen was on a farm in Bruce Co., Ont. That man was actually plowing with an old wooden plow, and while in all the neighboring fields the horses were walking right along and enjoying their work, that man's horses were lathered in sweat. The draught on that plow was something tremendous. At the end of the day that man did as much work as much work as his neighbors, and had a tired team to boot. How soon would a new plow have paid for itself?

Two years ago I tried to sell a new seven-foot cut Massey-Harris mower to an Eastern Ontario farmer. He said that he guessed he would make the old mower do for a season or two the old mower in the section before yet. I had been in the section before yet. I and I knew that the previous fall, and I knew that the old mower must have left at least four or five tons of hay in the field. The thing was like the hired man's overalls, all patches. It did not cut and tore some off. I would not be afraid to guarantee that the hay left in the fields would more than half pay for the new mower, to say nothing of the more efficient work that the new machine would do.

### A GREATER MISTAKE YET

It always makes me feel sick to see a farmer (I was one myself until a few years ago) working along with old machines. In some instances, however, I can conceive of a greater mistake being made than his holding on to an old machine, still perfectly serviceable, when new machines are on the market that are just twice as good.

Take the double furrow plow for instance. One of our representatives down in Nova Scotia writes me that he worked for two years to get a young fellow to pay \$15 for a double furrow plow. He offered it to me at a bargain just to get him, and his neighbors started buying the stock they had on hand. That young fellow did 20 days' plowing with a single furrow plow each year. During the year he had two men and four horses on the job.

The first season with a double furrow plow he cleaned up the whole job in 10 days, and had the two men, horse and one man to pay for the plow. He valued this labor saved at \$40. The plow cost him \$15.

Take the double disc, which is a comparatively new machine in this country. The two-row cultivator is in the same class. They are labor savers of the first order.

### AN UNEXPECTED ANSWER

I was discussing the question of wages over the fence with a York county farmer just last week (the middle of May) and always liking to agree with a prospective customer and to say the thing that I might want to mark, "Wages are getting pretty high, aren't they?"

"Not as high as they used to be," was the sturdy reply. "Yes, you may look surprised. You don't often hear people say that. But wages are lower. Ten years ago I could get a man for \$20 and board. I am paying a man to-day \$30 and board. Big talk all the while he is doing."

The man in question was using a double furrow plow, doing twice as much work as the \$20 man had done, and therefore a chrier man.

**SAVE CENTS, LOSE DOLLARS**

One of the worst instances of mistakes in buying farm implements came to my attention just this week. I was in the warehouse looking for some for a manure spreader that I had sold to a man a couple of years previous when a farmer came in looking for a cultivator. He said he was tired of walking and the scudfly was tormenting him. Actually, he bought a straddle row cultivator, which is not a cultivator only one row in it, because it was \$12 cheaper than the new two row cultivator.

Think of the mistakes. The man told us that he grew 15 acres of corn each year. It will take him at least two days to cultivate that 15 acres. Suppose he cultivates it 15 times in the season. Surely he makes for cultivating that 15 acres of corn through the season. The double cultivator that our friend did not buy because it cost \$12 more, would have saved \$24 the first season. By the way, some farmers are hard to understand.

As I am no longer actually at work on the farm, generally feel somewhat chary at giving advice. I would suggest, however, that one of the great weaknesses of farm management in Canada is the lack of book-keeping. Did the farmer keep books, he would get into the habit of figuring out the efficiency of his farm implements could afford to buy new implements times perhaps it might be better economical to hang on to the old. A farmer would know that he was right in either case. A cost sheet, laid in force, would soon do away with the false idea of economy that some of our customers seem to have.

### Great Demand for that Plow

It is quite evident from the following letter that Farm and Dairy are prizes worth winning. The Yorkshire gentleman for obtaining nine subscriptions for Farm and Dairy, announced Monday, 23rd. She is a daughter of the neighbors say they had been wanting to buy but before she was away from the Express Office.

Leonard Cook  
Wentworth Co., Ont.

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### Some Facts About

**I** WOULD classify different classes of ordinary farming into general farm class includes the money from the stock. The third class men who sell milk. The subject of my later class.

Down at Tillson county, is a big old days is considered in productiveness equipment. It is Tillson Farm, and long years ago by town, the late E. time the farm of thousands of acres the town, taking in replied by the farmer and the new to the north and to the town has grown east have been swayed the old fashioned by crops from a larger taken up in wild lands, making ponds, making pasture with cool, shady retreats at every

### A PARK LIKE

To look at, the farm is not one of those staid looking, modern affairs, but has been made to conform to the residence set out in the like this; something homelike and well-ent as it was built. The old residence spacious lawn of full is set back in a grove of spruce. Well trimmed soft velvet lawn, with willows and a coating of stately maples impression one not to be gotten. You go down of maples, past the house an evergreen avenue farm where you receive where you are.

The barn is a huge first class looks much at all like a barn. which look for all the