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#### September 25, 1913.

### Tell What You Will Sell

## 'HILL-CREST ORMSBY COUNT'

Have you come across that name before? If you are a Holstein breeder no doubt you will recognize it as one of the young bulls offered for sale in Farm and Dairy last spring by Mr. G. A. Brethen of Norwood

Mr. Brethen is one of the big breeders of Ontario who believes in letting all his fellow breeders know when he has something extra good for sale. And moreover, Mr. Brethen has a way of telling his fellow breeders that is convincing. How? Simply by plain, cold facts impress-ively illustrated. Do you remember his ad. in our issue of April 5 last? If you have the old copy you will do well to look it up.

But only the man who has the goods to offer could put out such an ad. Hill Crest Ormsby Count is a son of 92 lb. cow-a cow that gave 20,000 lbs. of milk in 11 months. In fact, he has world's records on both his dam's and his sire's side.

Mr. Brethen recognized this young bull as one of exceptional breeding and conformation. He recognized also that he could only receive value for him by letting people know these facts-by advertising. And so with the assistance of his dairy paper he told 17,000 dairymen what he had to sell

Naturally he went to the medium that reached these live up-to-date breeders who appreciate and can afford to pay for such a high-class animal. Readers of dairy papers are always prospective customers for high-class, pure bred ani-mals. They understand the value of pure bred stock, and are willing to pay good prices for high quality individuals

To-day Hill Crest Ormsby Count is in the stable of Mr. John Willoughby of Smith's Falls, heading a herd of 21 selected females. This bull netted Mr. Brethen considerably over \$500.00.

Did it pay Mr. Brethen to advertise? Did it pay him to reach out for this wider market. It was his opportunity to get and to give good value. He accepted it through that recognized exponent of dairying in Canada-Farm and Dairy

It is these people we invite you to talk to, and to give them the opportunity of receiving your goods when you advertise in Farm and Dairy

anything left the "common" stock get: its dividend. Farms pay, or they do not. There is no known scheme of things that so the nown scheme of things that so the nown scheme of things that so the nown scheme of things that so the common scheme of the common scheme and so the common scheme of the common scheme sc vegenables, melons, and small fruits to delight the description of the second There is the other with its bloom and bees and the second second second like rubies in Juws, bearing cherries like rubies in Juws, bearing cherries is the home stable with its centle free is the home stable with its centle free is the home stable with its centle free the lads, and the cows with their daily gifts of creany milk. These represent the "preferred" stock of the farm, and this dividend will never fail.

# Fix the Responsibility

Fix the Responsibility By C. F. Whitley We not a disastront railway accident occurs the whele trend of the enquiry is to ascertain the card of the enquiry stores may be taken to be the second particular delinquent sought out? Every traveller on a steamer pays passage money. The several branches in a department store are all expected to show a profit on the year's busi-ness.

News. So the dairy farmer will do well to enquire as to whether he has any de-linquents in his present herd of cows. linquents in his present herd of cows. Perhaps one or two are in a fair way to wreck his fortunes. Their passage money may be paid by some better producers, for often two or three or of every herd of 20 cows show or fast all on the year's production of fast

of fat. Plenty of cows in June and July gave over 1.000 pounds of milk and over 35 pounds of fat. What dairy-man would voluntarily keep the kind of cow that yielded only 24 pounds of fat, or these that gave only 400 pounds of milk during that month? Yet some men got only that much from a great many cows in Ontario from a great many cows in Ontario and Quebec.

## A Seed Corn House

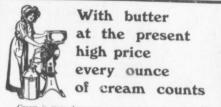
A Seed Corn House A few people who are contemplat-ing selection for sale with selection seed corn houses. A seed corn house may be built like seed corn house may be built like and the selection of the seather and the selection of the seather and the seather seather and the seed corn house may be able to the seather and the seather

These traines may be stoon up in the building by fastening to the wall or bracing in any other way desired. By starting at the back, filling one frame, then setting in another to be filled, the frames can be placed not to exceed one foot apart. In this way a large amount of seed corn can be stored in a comparatively small space and stored in such a way that absolutely free circulation of air is provided. A room 16 by 20 and 8 feet high will store in this way between 200 and 300 bushels of corn. When artificial heat is used, the store should be enclosed in a jacket to cause a circulation of air through-out the room and to prevent the over-

out the room and to prevent the over-heating of any com that may be close to the stove.

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Cream is more than ever a very valuable commodity these days, and it is doubly important that not a drop be wasted or lost. If you are still using the "gravity" setting method you are losing a pound of butter-fat in the skim-milk for every four or five pounds you get.

The advantages of the DE LAVAL over inferior cream separators at all times are greatest at the season when milk is often cool and cows are old in lactation.

# A DE LAVAL Will Save Its Cost By Spring

Then why put off any longer the purchase of this great money saving machine. Put it in now and let it save its own cost during the Fall and Winter and by next Spring you will be just so much ahead

Even if you have only a few cows in milk you can buy a DE LAVAL now and save its cost by Spring, and you can buy a DE LAVAL machine for cash or on such liberal terms that it will actually pay for itself.

DE LAVAL DAIRY SUPPLY CO., LIMITED MONTREAL PETERBORO WINNIPEG VANCOUVER

# A NEW **Corn** Cutter and **Blower**

Combining all the latest ideas and improvements in this class of machinery .- If you are going to buy a Silo Filler this year, be sure and see this splendid new machine. We also manufacture all kinds of Corn and Feed Cutters.

Send for booklet describing them

