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anything left the "common" stock gets its dividend.
Farms pay, or they do not. There is no known scheme of things that will every year make a farm show a profit from its earnings. Floods come and droughts, animals sicken and die, there is a hail to be reckoned with, and the grasshopper. Animals are sometimes bought dear and sold cheaply. Farming is in a sense a precarious business and its "common" stock dividends, even upon

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 impressively 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 animals. 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—

"A Paper Farmers Swear By"

well managed and well located farms, are an uncertain quantity.

However, there are sources of profit from the farm other than pecuniary ones. There is the home acre, flowers. There is the garden whence should come steady streams of fresh vegetables, melons, and small fruits to delight and restore the inner man. There is the orchard with its bloom and bees and birds, bearing cherries like rubies in June, apples in July, and peaches in August. There is the home stable with its gentle family mare, perhaps its saddle pony for the lads, and the cows with their daily gifts of creamy milk. These represent the "preferred" stock of the farm, and this dividend will never fail.

Fix the Responsibility

By C. F. Whitley

When a disastrous railway accident occurs the whole trend of the enquiry is to ascertain the cause, so that measures may be taken to prevent a recurrence of the wreck. If a fault is noticed in any workshop, is not the 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 business.

So the dairy farmer will do well to enquire as to whether he has any delinquents 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 out of every herd of 20 cows show no profit at all on the year's production of fat.

Plenty of cows in June and July gave over 1,000 pounds of milk and over 35 pounds of fat. What dairyman would voluntarily keep the kind of cow that yielded only 24 pounds of fat, or those that gave only 400 pounds of milk during that month? Yet some men got only that much from a great many cows in Ontario and Quebec.

A Seed Corn House

A few people who are contemplating selecting seed corn for sale will be interested in seed corn houses. A seed corn house may be built like any other well constructed building, the chief requirement being dryness and ability to secure thorough circulation of air. It is desirable to have arrangements in a seed house for artificial heat when the weather gets cooler in the fall, and the heat should be provided so that the corn is thoroughly dried, whenever there is any danger of its freezing.

The most economical way of putting corn in a seed corn house is in racks made of 2 by 4 and covered on both sides with wire, so that the ears of corn may be stuck through and will rest on the wire on either side; or else the racks made of 1 by 4 with lath nailed on either side just far enough apart so that ears of corn may be laid in rows between the lath. These frames may be stood 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 stove should be enclosed in a jacket to cause a circulation of air throughout the room and to prevent the overheating of any corn that may be close to the stove.



**With butter
at the present
high price
every ounce
of cream counts**

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

The Peter Hamilton Co., Ltd.

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**The John Deere
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