



Prize Butter Makers Use Windsor Dairy Salt
Made in Canada
THE CANADIAN SALT CO. LIMITED

CREAM

We are open to buy cream both for churning and table use.

ASK ANY SHIPPER

about our service and prompt returns.

Ask for Prices.

The figures of yesterday may be TOO LOW for to-morrow. We furnish cans.

The Toronto Creamery Co., Limited
Church Street, Toronto

Cream Wanted

Ship your cream to us. We pay all express charges. We supply cans. We remit daily. We guarantee highest market price.

Ontario Creameries, Limited
London, Ontario

Record HOLSTEINS

We have the only two sons in Canada of the 46-lb. bull, Ormsby Jane King, only mature son of the world's most famous cow. One of them for sale. Also a 30-lb. calf, whose dam and 2 great grandams average 38.4 lbs. butter in 8 days. Eleven bull calves of lesser note and females all ages.

R. M. HOLTBY, R. 4, PORT PERRY, ONT.

Manor Farm Holsteins

Those wishing a young sire from high-record dams and sired by King Segis Pontiac Posch will do well to write for pedigree and prices before buying elsewhere.

SATISFACTION GUARANTEED

Gordon S. Gooderham

CLARKSON ONTARIO

HOLSTEINS

Twelve to fifteen females, cows, heifers, calves; extra well bred, choice individuals. Priced reasonable to anyone taking the lot; also two bull calves, grandsons of "King Pontiac Artis Canada." Inspection invited.

WM. A. RIFE, Hespeler, Ontario

BULL CALVES FOR SALE

Two bull calves for sale, sired by my herd sire, Netherlands Segis and out of tested dams; one mostly white, the other half black and white. Born in March and April. Price \$45.00 and \$50.00.

JACOB SCHEIB

Evergreen Farm R. R. 3, RODNEY, ONT.

For Milk, Butter, Cheese, Veal Holstein Cows Stand Supreme

If you try just one animal you will very soon want more.

WRITE THE HOLSTEIN-FRIESIAN ASSOCIATION
W. A. Clemons, Sec'y - St. George, Ont.

Marketing Grain at Country Points.

Bulletin 558 of the United States Department of Agriculture is a complete treatise on the marketing of grain at country points. From considerable investigational work on the part of the authors, George Livingston and K. B. Seeds, specialists in grain marketing, the following conclusions were reached:

1. Price and other factors being equal, farmers should patronize houses remaining open throughout the entire year.

2. The producer of high-quality grain often receives less than it is worth in order that an equal price may be paid to a grower of grain of inferior quality.

3. The farmer who delivers clean, dry, sound grain should receive a premium over the price paid to his more careless competitor. Farmers who deliver grain of inferior quality should be willing to submit to a discount.

4. Under the present methods of distribution the middleman renders a service to the seller in locating the most favorable outlet for his grain and securing for the buyer grain of the quality desired. However, the number of middlemen may be increased to the point where their efforts become a burden and add needlessly to the cost of marketing.

5. The factors that must be considered in determining the price paid to the producer are so numerous and complicated as to require wide experience and good judgment. Under normal competitive conditions the farmer usually receives full market value for his grain.

6. Market quotations and predictions relating to the probable trend of prices as they appear in some newspapers and market-news letters are often unreliable and should not influence unduly the judgment of elevator managers or farmers.

7. While the "scoop-shoveler" is usually a disturbing element, often causing loss to farmers and others having business relations with him, it is undoubtedly true that he frequently acts as a restraining influence upon the country dealer.

8. Contracts with farmers for future delivery of grain should be entered into only after the interests of both parties concerned are safeguarded by a written contract clearly and concisely setting forth all the details of agreement.

9. In order to determine whether it is profitable to store grain on the farm, it is necessary to consider the interest on the investment, interest on the grain in store, natural shrinkage and loss by rodents, convenience of marketing, condition of roads at time of delivery, price at harvest time, and the probable price at some future date.

10. In the past the natural shrinkage in corn has been so great as to show little profit from storage, while if a long-time average is taken into consideration, oats and wheat have been stored at a profit.

11. It is likely that the standardization of grain produced in a community would not only result in a reputation for uniform quality which at times may command a premium over general market prices, but also reduce the cost of handling grain through the local elevator.

12. Many misunderstandings and oftentimes erroneous conclusions regarding the business ethics of parties to a transaction are based on weights secured from farm or elevator scales, the accuracy of which has not been verified for a considerable period of time.

13. When many elevators serve a community bad practices are usually introduced into the business, which increase the cost of marketing the farmer's grain and depreciate the value of all houses in the town and surrounding territory. Co-operative associations, as well as independent dealers, who desire to enter the business should purchase existing plants if this is practicable rather than build new ones.

14. Losses from shrinkage and over-grading are usually ignored by country elevators. Managers should maintain a system of bookkeeping which shows accurately these as well as all other expenses, and a study of the results obtained should enable them to conduct their business in an economic and profitable manner.

15. Grain speculation is always hazardous, especially for those who are so situated that they obtain only a limited amount of information relative to the world's production and markets. The risk is usually greater when speculating

Important Auction Sale

OF HIGH-CLASS YOUNG

Holsteins

Wednesday, November 28th, 1917

Having disposed of my farm, I offer my choice young herd of Holsteins' consisting of about 20 females and several bulls. These comprise the best blood lines of my former herd, whose reputation was Dominion wide. All other farm stock and implements will also be sold. This will only appear once, so remember the date. Apply for catalogue, which is now ready.

Trains will be met at Tavistock and Hamburg morning of sale.

H. BOLLERT, R.R. No. 1, Tavistock, Ont.

T. MERRIT MOORE, Auctioneer.

HIGHLAND LAKE FARMS

Herd sire, AVONDALE PONTIAC ECHO (under lease) a son of MAY ECHO SYLVIA, the world's record cow. Only one other 41-lb. bull in Canada. We have young bulls for sale whose two nearest dams (both Canadian champions) average as high as 35.62 lbs. butter in seven days; another whose two nearest dams are both 100-lb. cows; and one ready for service from a 41-lb. sire and an 18,000-lb. two-year-old dam. Send for our BOOK OF BULLS. A few females for sale. Satisfaction guaranteed.

R. W. E. BURNABY (Farm at Stop 55, Yonge St. Radial) JEFFERSON, ONT.

Hospital for Insane--Hamilton, Ont.

Present offerings are 4 grandsons of Dutchland Colantha Sir Mona, and high-testing, large-producing R. of P. dams of Korndyke and Aggie DeKol breeding. Born during April and May, 1917. Apply to Superintendent.

SUNNYBROOK FARM OFFERINGS

A few choice yearling bulls and heifers. Fine individuals, beautifully marked and highly strained in the blood of the world's record cattle.

1 Clydesdale stallion, "Coming Star". Fine type, excellent breeding. Rising 5 yrs. Write for particulars.

JOS. KILGOUR, EGLINTON. Toronto Phones: Bel. 184, Adel. 3900.

ROYCROFT FARM HOLSTEIN-FRIESIANS

The home of Het Loo Pietertje, the world's record junior two-year-old, and Mildred Pietertje Abbekerk, the world's milk record four-year-old. Records were both made on the farm this year and we have young bulls of the same breeding. Get your next herd sire from a herd that is best by test. Regarding individuality—pay "Roycroft" a visit and see for yourself. Take Yonge Street cars from North Toronto.

W. L. SHAW, Newmarket, Ont.

SUMMER HILL HOLSTEINS

The only herd in America that has two stock bulls that the dam of each has milked over 116 lbs. a day and their average butter records are over 35 lbs. a week. We have 50 heifers and young bulls to offer by these sires, and out of dams just as well bred. We invite personal inspection.

D. C. FLATT & SON, R. R. 2, Hamilton, Ont. Phone 7165

CLOVERLEA HOLSTEIN-FRIESIANS

Stock for sale, all ages, from choice, high-testing dams—75 head to choose from. Our special offering is a few choice heifers, due to freshen in September or October. Personal inspection is invited.

GRIESBACH BROS. L.-D. Phone COLLINGWOOD, ONT.

DUMFRIES FARM HOLSTEINS

175 head to choose from. Special offering—bulls from one month to one year old.

S. G. & ERLE KITCHEN Grandsons of Prince Aggie Mechthilde. Visitors always welcome ST. GEORGE, ONT.

MAPLE SOIL STOCK FARM HOLSTEINS
Fine quality, typey, heavy-producing Holsteins—forty head to choose from. The females are sired by Idaline's Paul Veeman and King Segis Pietertje, and are in calf to Finnerne King May Payne. Two bull calves, about ready for service, sired by the latter bull and out of heavy-producing cows, for immediate sale. Females in milk have made high records and sires used have the backing and are proving good. Correspondence solicited, visitors welcome. **H. C. HOLTBY, GLANWORTH, ONT.**

SILVER STREAM HOLSTEINS

Just now we are offering our two junior herd bulls, aged 2 and 3 yrs. Individually as good as their breeding; sired by King Lyons Hengerveld and King Lyons Colantha. Personal inspection is invited.

J. Mogk & Son, R. R. No. 1, Tavistock, Ont.

TWENTY-FIVE HOLSTEIN FEMALES

The first I have ever offered. I am away over-stocked and am offering females for the first time. I have over eighty head. Come and make your selection—one or twenty-five.

The best-bred lot of cattle in Ontario. I also have five young bulls.

A. A. FAREWELL 30 miles east of Toronto—C.P.R., C.N.R., G.T.R. OSHAWA, ONT.

Edgeley Stock Farm
The home of Canada's greatest producing Jersey, SUNBEAM OF EDGELEY, the Sweepstakes Dairy Cow at the recent Guelph test; is also the champion R.O.P. butter cow for Canada. Would a grandson or great-grandson of this famous cow improve your herd? We have them. Write for particulars.

JAMES BAGG & SON, WOODBRIDGE, C. P. R.—CONCORD, G. T. R. EDGELEY, ONT.

Low Banks Farm Holsteins
Fairview Korndyke Boy, our senior herd sire, is son of Pontiac Korndyke, from a daughter or the same sire, and is proving his relationship to his noted sire in his daughters, 4 of which have made over 20 lbs. butter each in 7 days. Only 2 sons of Fairview left, nice, straight, deep-bodied fellows. Have 2 sons of Sir Echo, 1/4 brother to May Echo Sylvia—beautiful individuals **K. M. Dalgleish, Kenmore, Ont.**

EVERGREEN STOCK FARM - Registered Holsteins

Just now we are offering a very choice young bull, five months old, whose five nearest dams average over 30 lbs. of butter in seven days and 100 lbs. milk in one day. Also another bull calf whose dam was the top-price cow in the Woodstock Sale. Bell Phone.

A. E. HULET, NORWICH, ONTARIO