

NEW
OAT

Engraved from Photograph

"ALSASMAN"

The Greatest Oat of the Century
The Only Prairie-bred Oat Known

A product of intensive, careful breeding from selected and reselected individual plants of superlative excellence.

THE WINNER IN TRIALS (with every point recorded) of practically every known variety. Branching head; white, large, plump, heavy kernels; thin hull; good elastic straw; exceptional vigor.

A SHOW OAT AND A YIELDER

Our stock weighs between 45 and 50 lbs. per measured bushel. Yielded in 1916 on fall plowed wheat stubble land 110 bushels per acre. Thoroughly re-cleaned—not a grain of anything in our stock—all Oats. Should be in the hands of every progressive grower in Western Canada. Sow 2 bushels per acre—Price \$3.40 for 2 bushels; 12 bushels for \$19.00; bags included.

BROME GRASS

Hay and Pasture. Our "Lion" brand is the heaviest seed known. strong, clean and pure. The cheapest in the end. \$16.00 per 100 pounds, bags included.

PREMOST FLAX

Our stock is true to name, clean and strong. It will pay you to grow this **EARLY, HEAVY-YIELDING STRAIN**. 10 bushels for \$36.50; bags included.

FODDER CORN

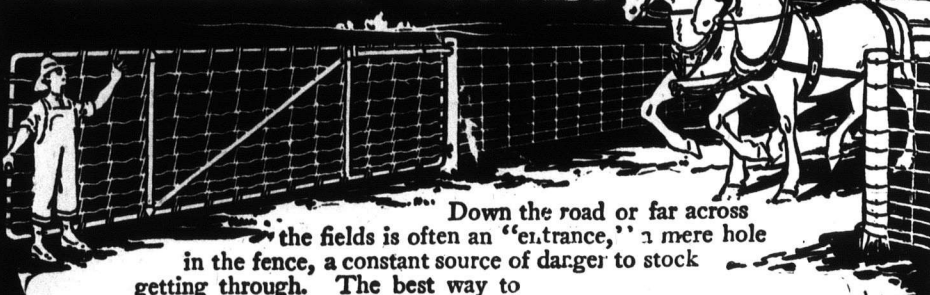
Northwestern Dent Minnesota 13 As Seedsmen we were the first to introduce these varieties to Western Canada, and we have to-day what we believe to be the finest stocks that ever came into this country, matured at the most northerly limits. The superb quality of our stocks may be understood from the fact that we were offered by another seedsmen \$2000 premium on our crop of Northwestern Dent alone. Bushel, \$2.40; 5 bushels, \$11.50; bags included.

Write for Catalogue of "Famous Seeds for the West"

STEELE, BRIGGS SEED CO. LIMITED

Canada's Greatest Seed House
WINNIPEG MANITOBA

PEERLESS GATES



Down the road or far across the fields is often an "entrance," a mere hole in the fence, a constant source of danger to stock getting through. The best way to

Keep Your Stock Where You Want Them

is to provide real gates, strong and durable. All Peerless Farm Gates are of heavy open hearth steel wire on strong tubular steel frames electrically welded in one solid piece, and braced like a steel bridge. No sag, no rust, no wearing out. We also manufacture a complete line of the famous Peerless Perfection Farm and Poultry fencing with the famous Peerless lock at all intersections.

SEND TODAY FOR CATALOG. It tells you how to put up a fence to "stay put."

The Banwell-Hoxie Wire Fence Co., Ltd.
Winnipeg, Manitoba Hamilton, Ontario

or two and show the owners not only how to feed, but what to feed and how to take good care of them, and then see that they do it.—Extracts from an address by A. W. Langdon of Washington.

How I Kept a Record of My Cows

By George Aders

I entered the dairy club contest April the first. At this time we were milking twenty cows keeping daily records, and they were tested once each month by the tester in our cow testing association, who has done much towards the improvement of the herd. After the cows were tested in March, I selected the five best and began my work. Each cow's milk was weighed and the cows were fed according to the amount of milk produced. Special care was taken to see that they had plenty of water and salt, and were fed a mixture of three parts corn and two parts bran.

At the beginning of the test each received about seven pounds of grain, twelve pounds of hay, and thirty pounds of silage daily. Their feed was gradually increased as they responded. At the close of the first month their grain had been increased about twenty-five per cent, their production had increased 14 per cent, and the profit over the cost of feed had been increased 18 per cent.

The beginning of the second month I quit feeding silage and hay and turned them on bluegrass and white clover pasture and within a few days they began to show quite a little gain on their milk flow. At the same time I also began milking the Holstein three times per day, which accounts for her increase over the other four.

On the tenth of May, I began herding them on rye at spare times after milking in the evening. This also increased the milk flow considerably and affected the test very little if any. At the end of the test they were receiving about forty per cent more grain, giving about forty per cent more milk and testing about the same, which made an increase in profit of about thirty-three and one-third per cent.

During the sixty days previous to the contest they made a profit over the cost of feed of one hundred and nine dollars and fifty-one cents. During the sixty days in the contest, they made a net profit of one hundred and seventy-nine dollars and ninety-two cents, or an increase in profit of seventy dollars and forty-one cents.

The Stock Raising Way is Best

A Wisconsin subscriber writes us to say that he has tried shipping his milk to Chicago and Milwaukee and also in sending it to a neighboring condensery. That owing to the undue haste and desire for a change on the part of his neighbors and himself, they allowed the creamery to be closed up and now they are in the hands of parties who compel a constant fight to secure a square deal. He is very much dissatisfied with the result. He can see that he is obliged to keep just as much help to handle his milk as he did when he sent the cream to the creamery and kept the skim milk at home. "Then," he says, "I raised each year a nice lot of hogs and calves and had a chance to sell several cows each year, which, together with the vealing of bull calves, brought me a nice revenue."

He has been following this method of sending the whole milk away from the farm for five years and he sees that his farm is suffering on account of it. Further, he is not satisfied with the effect on his mind and ambition to be a good farmer which now exists. There is almost a plaintive quality in the words that follow: "I tell you I miss the stimulus that used to come to me, the pride and ambition that I felt when I was raising a nice lot of heifers and turning off each year a nice lot of fat hogs. I can see that I am not really making as much yearly profit as I did when we had the creamery here."

If our friend will hark back he will remember that Hoard's Dairyman has repeatedly warned its readers that there is loss in actual profit, loss in fertility, and loss in ambition as farmers, when they forsake the creamery. The good old Bible contains this passage: "There is a way that seemeth right to a man but the end thereof is death."

It is too bad that dairy farmers as a class are not better reasoners than they are; that they are caught so easily with superficial and unsound business policies. But so it is. When the farmers forsake the creameries they give themselves up

to a class of men who control the output of the farm to their own profit and the farmer is helpless. Just because it takes a little longer to bring results in the old way they abandon it. There is no way of keeping up a farm except you feed it, and you cannot feed it profitably except you keep as large an amount of live stock on it as it can carry. That kind of farming puts up the bars; keeps things snug and growing. You can see the effects of it when you look at the men who follow it faithfully. They have got something to show for their labor and thought and it makes a different class of men and farmers of them and that is worth a good deal.

We recognize that some farmers must supply the cities with milk. It is to be regretted, however, that too few of them appreciate that shipping milk demands somewhat different practice in the handling of their soil, the feeding of their calves, and the managing of their farm business in general. If they do not comprehend the difference between selling cream and whole milk they sooner or later meet with the same conditions as expressed by our subscriber.

Yes, that Bible quotation is everlastingly right.—Hoard's Dairyman.

The Cost of a Milk Service

Recently The Sun referred to the report of the Crescent Creamery in Winnipeg, which claimed that it cost that company 11c per quart to distribute milk in the Manitoba capital, allowing earnings of .28 cents per quart, which was claimed by the company to be cheaper than the largest and most reliable milk companies in many important centres in the U.S., including New York.

There appears to be a nigger in the wood pile somewhere. An investigating committee's accountant investigated the books of the "Big Five," in New York, the Borden, Sheffield Farms, Alexander Campbell, Clover Farms, and Mutual McDermott companies, and found that it cost these big companies 8.63 cents to produce and deliver a 9c or 10c quart of milk.

The cost of handling was found to be practically the same with each of the large concerns and the averages per quart are as follows:

Handling in country.....	\$.0029
Teaming in city.....	.0029
Pasteurizing.....	.0037
Bottle and cap.....	.0024
Delivery service.....	.0238
Freight.....	.0093
Office, advertising, etc.....	.0031
	\$.0481

The accountant added that the net average profit of the total amount of milk handled in one year, including the revenue from the by-products, such as butter, cheese, and from the milk wholesaled by the can to dealers, amounts to 27-100 of a cent a quart.

The sales of the largest of the "Big Five" in the past year were: raw milk—16,000,000 quart bottles, 6,000,000 pint bottles, 50,000 quarts in cans. Pasteurized milk—58,000,000 quart bottles, 11,000,000 pint bottles, 7,000,000 quarts in cans. The gross sales of the company were \$17,500,000.

The witness estimated daily average sales of milk in the city of New York at 3,000,000 quarts on which a yearly net profit of \$3,650,000 is made. He said he had found no evidence in the books that there is a combination for the distribution of milk, or that the "competitive cost" of selling milk in New York is less than the average cost in other lines of business. Pasteurizing, he asserted, is cheaper in the country than in the city.—Weekly Sun.

Perfecting the Dairy Cow

Not long ago I stood in one of the finest barns it ever was my privilege to visit. Ranged along on either side of a wide passageway leading the whole length of the stable were a number of beautiful cows. Off at one side in a stall by herself a member of the herd was being milked. The man who was doing the work was a graduate of a state agricultural college who was receiving \$100 for the work he was doing in connection with that dairy.

As I stood there and watched this man milk the cow and took in the fine points of this splendid creature, I could not help thinking what a change has