

What we have done for others we can also do for you!

HUNDREDS of our machines are being used by the dairy farmers of Canada, at a saving to them of time and energy. Both of these factors mean real dollars and cents.

Are you separating your milk with a hard-to-run, hard-to-clean, out of date separator. If so a



"Simplex" LINK BLADE Cream Separator

can do for you what it has done for scores of other.

A "Simplex" eliminates all back-breaking lifts, turns easier than most other Hand Separators, regardless of capacity, does the work in half the time, is easy to clean, and in fact is an all round boon to dairymen.

Don't buy another machine until you have given the "Simplex" a thorough consideration. If you are in the market for a Separator our illustrated Booklet, free on request, will prove interesting to you.

Remember, too, that we are agents for the famous B-L-K Mechanical Milkler and also all kinds Supplies for Dairies, Cheese Factories and Creameries.

D. Derbyshire Co., Ltd.

Head Office and Works: BROCKVILLE, ONT.

Branches: PETERBOROUGH, ONT. MONTREAL AND QUEBEC, P. Q.

WE WANT AGENTS IN A FEW UNREPRESENTED DISTRICTS



A Crow can't eat corn treated with "Corvusine D.G."

In England—where Crows, Sparrows, and other birds are thick—"Corvusine D.G." is used by all the best farmers.

They say that it absolutely protects the grain—and kills smut too—yet the treatment costs only a few cents per acre. No danger in feeding treated grain to stock. There is no poison in "Corvusine D.G."—and your seeds germinate better for its use.

You can't afford to do without it especially when we make a

MONEY BACK GUARANTEE

If—after treating your grain as directed, with "Corvusine D.G."—you find it eaten by birds, we'll refund your money without hesitation.

Try a No. 1 Can to treat 16 bushels of corn. Sent prepaid for \$2.25. Cheaper in larger quantities. Free 24 page Booklet describes everything. Dealers wanted in Ontario.

McArthur, Irwin Limited

Established 1842. Chemical and Dye Importers
324 St. Paul Street, Montreal, Que.

Crows Won't Steal Corn

In Union There is Strength

A Department Devoted to Cooperative Agriculture

Rapid Progress of the Farmers' Movement

THE progress made by the United Farmers of Ontario as well as by the United Farmers of Ontario Cooperative Company, Ltd., to date, has been as rapid as the growth made at any time by the farmers' organizations in Western Canada. The authority for this statement is Mr. T. A. Creaser, the managing director of the Grain Growers' Grain Company at Winnipeg. Both Mr. Creaser was in Toronto, and had a conference at the office of the United Farmers' Cooperative Company, Ltd., with several of the leaders of the farmers' movement in Ontario. Business matters were entered into fully. Mr. Creaser expressed himself as much pleased with the rapid development of the business of the Ontario company.

In spite of war conditions, the farmers in Western Canada have had a most successful year. Last fall they opened an office in New York through which millions of bushels of grain were exported. On these transactions, amounting to scores of thousands of dollars, profits were made. The years of experience the farmers of Western Canada have had in business ventures of this kind enable them to offer many valuable suggestions to the officers of the United Farmers' Cooperative Company, Ltd., in Ontario. Those who met with Mr. Creaser last week were Mr. Anson Groh, the president and general manager, and Mr. J. J. Morrison, the secretary of the Ontario company. An editor of Farm and Dairy was also in attendance.

Mr. Creaser expressed the belief that the Ontario company is making a mistake in allocating commissions on goods handled to the secretaries of the local clubs and branches. He stated that each local club should finance its own operations and pay its own secretary. Thus the clubs would know exactly what their secretaries were receiving. He believed that local clubs should see that their secretaries are sufficiently remunerated for the work they do. When, however, these clubs lean on the central company and expect them to pay commissions to their secretaries, the tendency is to weaken the central organization, to greatly increase its clerical work and to make it more difficult for its officers to finance successfully the provincial organization on which the full success of the locals largely depend. Mr. Groh agreed with this view and intimated that the clerical work of looking after the commissions due the local secretaries, involves much work and considerable expense. Mr. Creaser was satisfied that if the locals understood the situation, they would support the central in making such a change.

To Many Activities
Mr. Creaser also suggested that the central organization was possibly making a mistake in attempting to handle too many lines of goods. He thought that if instead of handling a large number of goods and doing only a small business in the case of a number of them, it were to concentrate its attention on a few of the more important lines, better results would be obtained. He pointed out that attempting to look after a large number of different lines, while the central company is young, involves a large amount of correspondence with comparatively small sales, as well as much effort in negotiating for the purchase of these supplies. Were it, however, to give its full attention to a few of the more important lines, it would probably be able to buy to better advantage, it

would reduce the clerical work necessary to handle the work, it would be able to handle orders more promptly and generally could do better work. Later, additional lines could be added as conditions warranted. Mr. Groh and Mr. Morrison both noted that this advice was sound, although they pointed out that they did not like to refuse to try and help locals in obtaining the things they want if it is all possible to assist them.

Recently the company in Toronto has received a considerable number of requests from farmers to sell potatoes for them. This it has been most difficult for them to do, for the simple reason that they have not a large enough staff to enable them to look after the work properly. They have handled a few potatoes in this way, but have found it difficult to give the work the attention that it should be given. The staff in Toronto is small. It would take practically a man's entire time to negotiate with the retailers and others in Toronto for the purchase of potatoes and to correspond with the clubs in regard to them and look after the railway arrangements for their handling were the central company in Toronto to attempt to handle potatoes for the locals.

Mr. Creaser also advised the central company not to handle goods in connection with which there was likely to be strong opposition from well established dealers. He pointed out that there are many important lines which can be handled to advantage with a minimum of opposition. The success of the central company makes it desirable that these lines should be handled at first in preference to the others. This advice was also considered sound. Mr. Creaser was greatly pleased with the progress the company was making and stated that the farmers in Western Canada are greatly interested in the advance the farmers of Ontario are making towards provincial organization. The farmers of Ontario he thought, should put more men into their company. As yet only between \$2,000 and \$8,000 of stock of the United Farmers' Company has been sold. This has made it most difficult to finance the company that it should. In Western Canada the farmers during the past eight years have put over \$500,000 into their organizations. Mr. Creaser thought that if the farmers of Ontario put \$10,000 or so into their company they would quickly receive returns through the greatly increased volume of business the company would be able to do.

Many Sales Being Made

THE United Cooperative Company has been having a busy time lately. It is still receiving many orders for root seeds, as well as feed. One firm in Toronto has been given orders for nearly \$100 worth of seeds. This is in addition to the seed purchased from farmers' organizations. The demand for feed also continues strong, five car loads of feed having been shipped during the past two weeks. Lately there has also been a steady demand for cement, of which five car loads have been sold. Numerous orders are received for nails, barn equipment and other supplies. Practically all the 163 ton binder twine ordered from Ireland has been disposed of and an additional 15 tons has been ordered from the same company. The farmers in the vicinity of Preston ordered a car load of this twine, and farmers in Lambton county a car load. (Concluded on page 9)



We Welcome Pro

Trade increases the

Vol. XXXIV

At Home His Experience

WE had just arrived and were seated in the office of the Glendinning "small talk" about our respective families, many acres of alfalfa. That seemed to come attention pertaining to the Farm.

"We will just cut 50 need it all," responded we seeded 23 acres to clover and red clover except this, has been three dry years here, them all, and the dry killed the stand of alfalfa. All of the 23 acres, however, came through good as one could get, discounting red-clover the right of way."

"How do you explain the alfalfa? Perhaps nurse crop and gave sinuated.

"The difference may superior merit of alfalfa affirmed Mr. Glendinning orite crop. "We have system of growing alfalfa trouble in getting a with the grain crop. alfalfa had a poorer character clovers. The latter were nurse crop, and the supposed to be the poor alfalfa. The land on alfalfa, however, was wanted the O.A.C. sowed oats on the alfalfa.

A Twenty Y Later in the afternoon the well kept stables with cattle we got back to Mr. Glendinning told the crop of which he advocated.

"I grew my first alfalfa Mr. Glendinning had been reading about the seen it grow. I decided bought some seed in Toronto that that seed was five I sowed it at the rate and did not get as good son from a seeding of it last season, mind you favorable one than when