

## Keep The Boy On The Farm

By making home interesting for him. Give him his own interests, and see the change.

### Get Him Started Breeding Pure Bred Stock

It not only pays, but has kept thousands of boys at home interested and happy.

#### Two Of The Many Who Were Satisfied

July 16, 1913

Farm and Dairy  
Peterboro

Received my pig O. K. It is a dandy, and I am much pleased with it, and it is much larger than I expected.

Thanking you very much for it, I remain as ever,

W. O. LINT

P.S. Will send photo of it later on.

Notice the interest displayed by the boys whose letters appear above! Will they be likely to leave the Farm? Are they more interested in the City than the Country?

### FATHER—MOTHER

Keep your boy at home by helping him to get Nine New Subscribers to our paper, and a Pure Bred Pig.

Don't fail to take advantage of this opportunity. Fill in the blank now and be sure to get your supplies right away.

Farm and Dairy

Peterboro

I will try and secure 9 new subscriptions to earn a pure bred pig. Please send me sample copies, receipt forms and order blanks.

Signed.....  
P.O..... Prov.....

Farm and Dairy  
Peterboro

I received my pig and I am very pleased with it. I do not see how you can give so good a premium for so small an amount of work. I am indeed pleased with it and think she is a dandy. What price do you charge for a male of the same breed. Please let me know oblige.

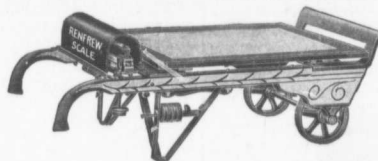
Yours etc.

ROBT. NEEDHAM



A Premium Pig

This is a picture of the type of pig that Farm and Dairy are giving away. It is a Yorkshire, splendid for bacon and for which there is always a good market.



## Are You Farming Half Blind? A HOG STORY

This is a serious question. No offence meant. Hundreds of farmers are going along to-day half blind to the possibilities of making more money off their farms. They do pretty much the same things they did 10 years ago in pretty much the same way, and are losing 25 per cent. of their profits, but they can't see it.

Take the case of the Ontario farmer the other day. He sold a load of finished market hogs to a buyer who "happened" along at the right time. This farmer had been selling his hogs to this same buyer every year at **bulk** price—so much a head as they stood. The farmer was perfectly satisfied. So was the buyer. The farmer got \$150.00 cash money for 12 hogs, \$12.50 a head.

This buyer drove the hogs in town a matter of three miles and shipped 'em off to the packing house, but first he was careful to **weigh** each hog separately. He bought by the "head" but he sold by the **pound**, and the 12 hogs netted him \$193.00. The farmer lost \$43.50 by not **seeing** the value of selling his hogs by **weight** instead of by **guess**. If he had a Renfrew Handy Two Wheel Truck Scale on his farm he would have put his hogs on, one at a time, and got what they were worth or nearly so.

The Renfrew Handy Scale isn't an **expense**. It's an economy—a money maker. It will increase your revenue and your **profits**. It will pay for itself in short order if means every time you sell or buy anything you use it every time you should. This that should be sold or bought by **weight** instead of by **guess**.

Every "Renfrew" Handy is guaranteed by the Canadian Government to be absolutely accurate.

WRITE FOR INFORMATION

The Renfrew Scale Company  
RENFREW, ONT.



## Backing Up the Purchaser

IF we didn't have an eye to the future, and if we didn't care what you or anybody else was going to think of us, we could sell engines and other machines for much less money, but we could not put I H C quality into them. The kicks would start coming in right away, and soon there would be no market for I H C engines.

I H C engines stand for everything that is opposed to such a policy. The I H C way is to build always for the respect and good will of the Canadian farmer, and to that end it has been successfully working for many years. The agent who sells you an I H C engine expects on its merits to do business with you again. The purchaser of an

## I H C Oil and Gas Engine

buys security and safety with it. He banks on the many years of square dealing and the reputation back of all I H C machines. He knows it is the best engine bargain because it gives him efficient service in all kinds of farm work—pumping, sawing wood, spraying, running repair shop, grindstone, cream separator, etc. He knows that I H C responsibility is always back of the engine.

I H C oil and gas engines operate on gas, gasoline, naphtha, kerosene, distillate, and alcohol. Sizes range from 1 to 50-horse power. They are built vertical, horizontal, portable, stationary, skidded, air-cooled and water-cooled. I H C oil tractors range in size from 6-12 to 30-60-horse power for plowing, threshing, etc.

Look over an I H C engine at the local agent's. Learn from him what it will do for you, or write for catalogues to

International Harvester Company of Canada, Ltd

BRANCH HOUSES

At Brandon, Calgary, Edmonton, Estevan, Hamilton, Lethbridge, London, Montreal, St. Boniface, Ottawa, Quebec, Regina, Saskatoon, St. John, Winnipeg, Yorkton

